DISTRIBUTION AND WAREHOUSING

The Business Paper of the Warehouse Industry

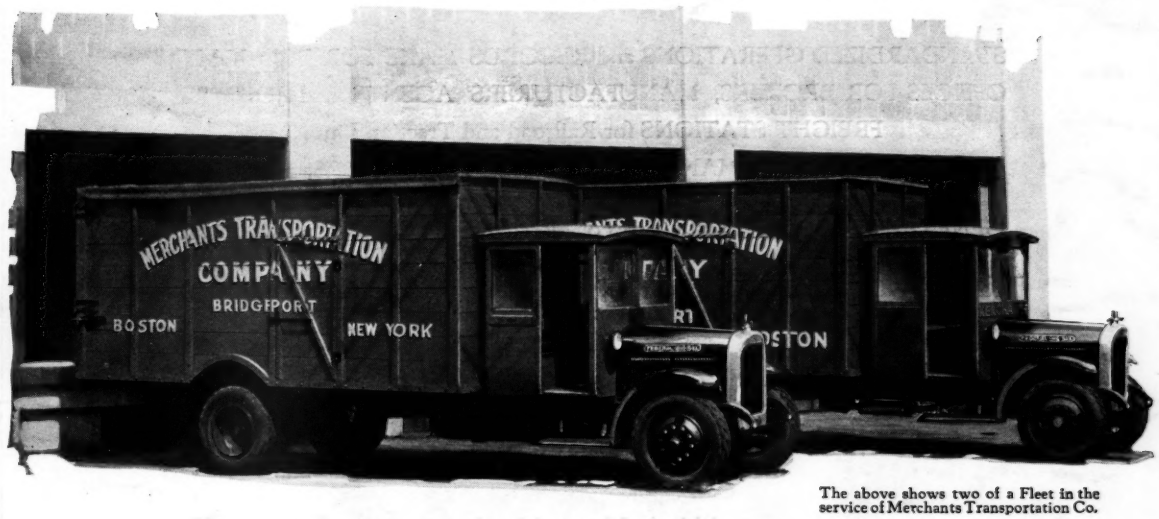
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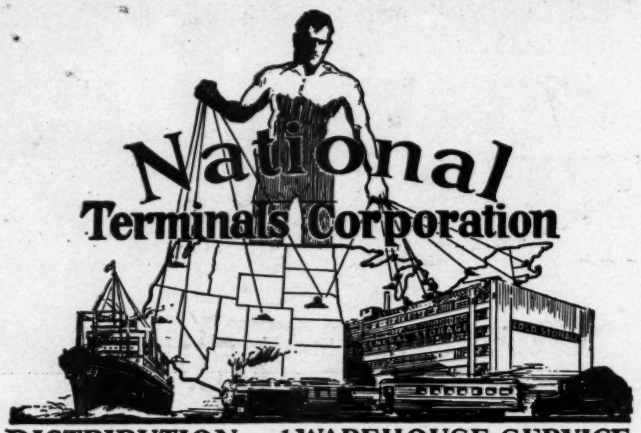
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DISTRIBUTION AND WAREHOUSING

The Business Paper of the Warehouse Industry

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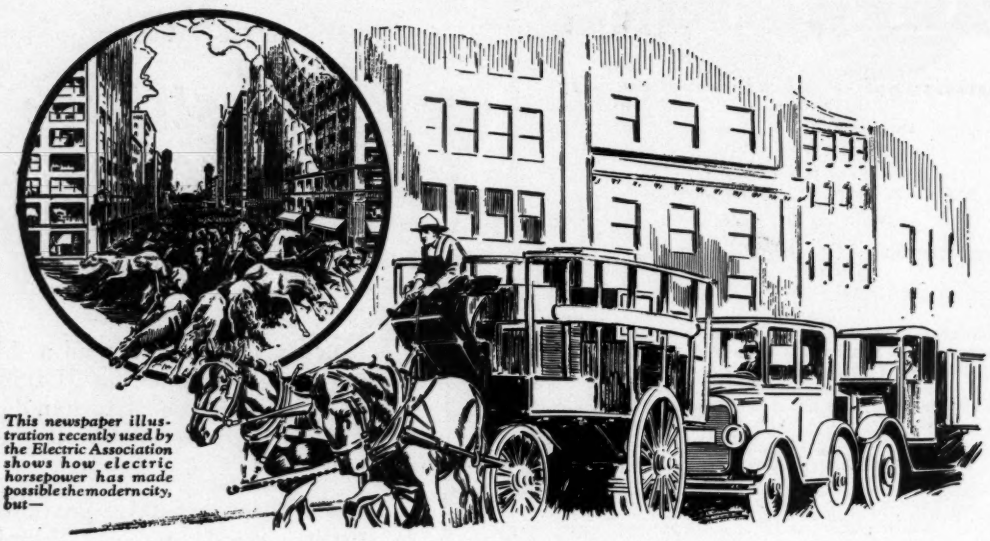
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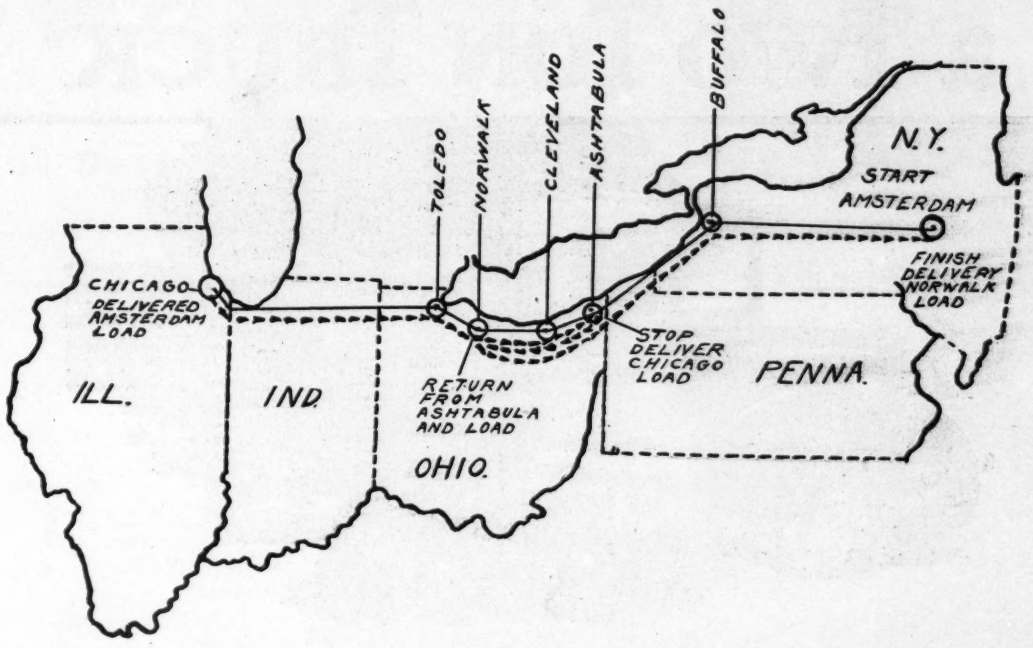
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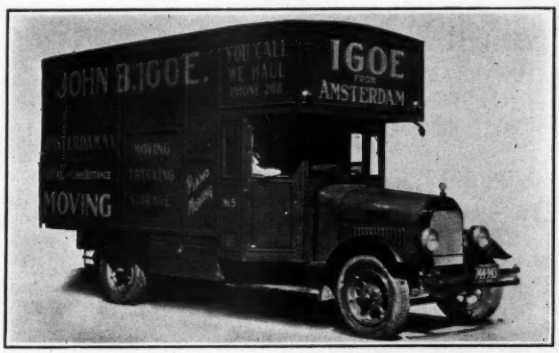
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went to Chicago, back to Ashtabula, Ohio, over to Norwalk, Ohio, and back to Amsterdam, N. Y. Delivered 3 different loads. Only expense, gasoline, oil, drivers, and new switch.



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"No repairs were necessary except a new switch. No tire trouble of any kind. The trip was made economically and safely—both men and truck were in fine shape on their arrival home. The entire journey covered 1723 miles, during which oil in the crankcase was changed three times—about 200 gallons of gasoline was used.

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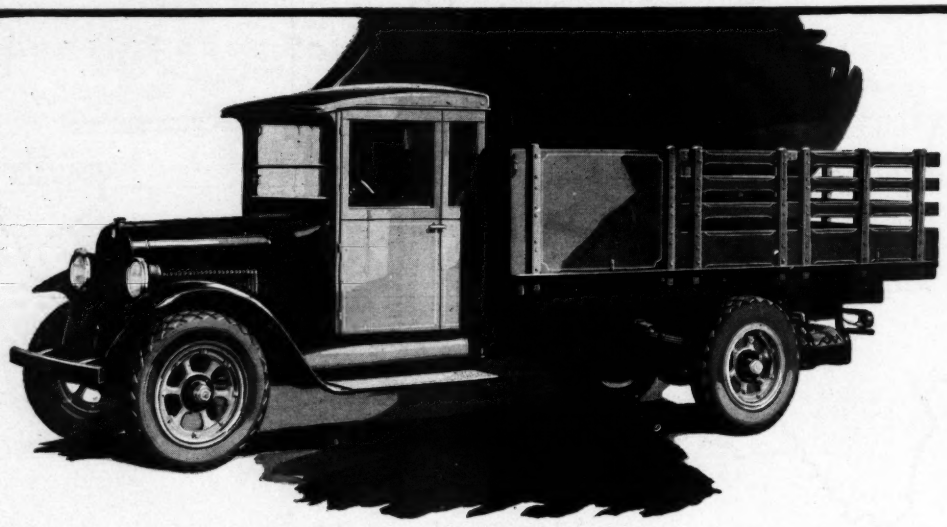
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WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Announcing 1927 Warehouse Directory—See Page 10

DISTRIBUTION AND WAREHOUSING

The Business Paper of the Warehouse Industry

Volume 25 NEW YORK, SEPTEMBER, 1926 No. 9

We Have With Us

Hand-to-Mouth Buying

Is It Here to Stay?

Here Are Some Opinions By Shippers

AT a recent convention of Montana bankers, Melvin A. Traylor, president of the First National Bank of Chicago, expressed opinion that the hand-to-mouth method of buying was very soundly entrenched, that it was sane, and that it made for steadier and more wholesome conditions.

"With greatly expanded facilities for manufacture, with the best transportation system in the world, and with assured credit facilities for handling the needs of business," Mr. Traylor added, "it would seem unreasonable that we should in the near future resort to the old method of speculation such as is inseparably tied up with large future commitments in anticipation of buying demands.

"If we will preserve our transportation system in its present state of efficiency, together with a credit structure as only the Federal Reserve System can guarantee, I feel we need have no apprehension, but, on the contrary, sound optimism for the future."

Assuming that the trend in buying has for some time been toward the hand-to-mouth method—a fact which has come to be recognized in business circles—there comes this query:

"Is hand-to-mouth buying here to stay?"

Is it permanent? Will it continue?

And the correlative query:

"What are the major causes?"

What factors prompted it? How was it brought about?

Because of the effects which hand-to-mouth buying has had on the distribution of manufacturers' goods through public storage plants, *Distribution and Warehousing* recently asked a representative list of shippers—men in executive capacities in companies which have adopted the warehouse method of distribution—to give their opinions in answer to the two questions.

"A constructive cross-section of shippers' opinions," *Distribution and Warehousing* pointed out in its letter to the manufacturers, "should enable the warehouse industry the more quickly to adjust itself to whatever the conditions are to be. . . . And quick adjustment will help you in turn."

An analysis of the replies shows that there is by no means a majority opinion that hand-to-mouth buying is to be a thing of permanence, although the larger number of executives who answered expressed their belief that the method had come to stay.

As for the causes, they are many and varied, as set forth in the replies, and, taken all together, the opinions may be said to constitute an interesting and informative analysis of present-day buying tendencies.

Following is what some of the shippers think on this subject:

THE American Envelope Manufacturing Co. believes that the tendency toward hand-to-mouth buying is increasing, as it finds its customers waiting "until they are practically out of material and expect a very prompt delivery." Quoting further:

"We think there is an increasing tendency toward it and one which is very hard to meet. We attribute the cause of this to various things.

"First, a great many houses are not doing sufficient business to find it profitable to carry a very large stock, and a great many have not the money to pay for it, and when they find they can get the material promptly they depend upon doing so.

"Besides, the cost of rents, cartage, storage and other incidental expenses figuring into the cost of production in most commodities exceeds the cost of quick transportation, and many houses in the paper industry carry very little stock and figure that they can get a case of paper of any size, weight or color down from the mills around Holyoke by motor truck in twenty-four hours, and deliver it direct to the customer at very little more expense than it would cost them for freight, cartage, handling and delivery, without any investment of money, which is working toward the manufacturer carrying a large stock for quick distribution in localities where expense is lower."

Small Lots—Quantity Price

The primary cause of hand-to-mouth buying, in the opinion of C. E. Davidson, treasurer of the American Paper Manufacturing Co., Inc., New Orleans, is "the fact that distributors sell jobbers small lots of merchandise and protect them with the quantity price, which, of course, does not encourage or justify them to warehouse stocks."

"Convinced" that hand-to-mouth buying is going to become permanent, with the tendency of retailers toward that method, T. L. Shaffer, assistant to the general sales manager of Congoleum-Nairn, Inc., Philadelphia, does not believe that his industry is an exception in this respect, but that—

"We feel that all items which are distributed through the retail channels are being affected similarly: First, because of the increase in the chain store operation, which is done on a very scientific basis that closely coordinates sales and purchases to the extent that they have a continuous flow of goods rather than surplus stock at any time. And, second, as a result of this, the individual retailer must adopt somewhat the same tactics and plans if he is to compete with the chain store organization. All of this is in the interest of rapid turnover of stock, which, we believe, is going to promote the hand-to-mouth buying."

While the tendency toward hand-to-mouth buying "is strong today" and has been "ever since the price tendency was downward," the method as at present in vogue will not continue "after the bottom has been reached," in the belief of Frank Mullivan, traffic manager of the Crunden Martin Manufacturing Co., paper products producers, St. Louis.

"When prices reach the point where they are rock bottom," Mr. Mullivan explains, "yielding only a legitimate profit, the buyers will begin to purchase in larger quantities, because the tendency then would be for them to really make more money and take advantage of any increase, while at the present time, with those facts quite the reverse—that is, the tendency to decrease always—the present method of hand-to-mouth buying will continue. . . . We feel certain that the primary cause is the deflation in the prices on various commodities."

AS for reasons for hand-to-mouth buying, has the warehouseman stopped to think that perhaps his own business is in part responsible? Here is a thought from H. W. Boesch, traffic manager of the Adlerika Company, St. Paul patent medicine manufacturers:

"We believe that the wonderfully organized commercial warehouses had a lot to do with it, because when a jobber knows that he can get the goods delivered to him, or probably picked up with his own trucks or at a certain warehouse, he will not buy ten or twenty gross, as previously done, but buy from one to two gross at a time."

He adds that storing and distributing through public warehouses not only adds to the efficiency of his company's service but also saves the company considerable money.

Mr. Boesch believes the tendency is more and more toward hand-to-mouth buying and that the method is likely to become permanent.

D. F. Harner, manager of the traffic department of the Curtis Corporation, Long Beach, Cal., which distributes pool cars of its food products through public warehouses in all the principal cities in selling to the wholesale and jobbing grocer trade, declares the tendency to be apparently toward more small orders, although the company's volume of large orders increases by considerable volume each year. He says:

"The jobbing trade always buys 'future' in large quantities in the goods we pack, as they know that if they wait until pack begins they will have to pay higher prices.

"The system of ordering for future delivery will not be done away with in favor of hand-to-mouth buying as long as there is money saved for the former method."

Mr. Harner pays a tribute to warehousing by saying his company would be "lost" without the industry's distribution facilities; and he concludes:

"We also believe that all merchandise warehousemen are awakening to the absolute necessity of speeding up deliveries —of giving genuine service to the consignee—that more thought is being given that phase by everyone generally along the line now."

W. A. Ruehl, traffic manager of the Edison Lamp Works, Harrison, N. J., believes hand-to-mouth tendency by retailers and dealers will continue "as long as prices are on the decline." He adds:

"Beyond this cause, stock turnover is generally being recognized as highly important and the old order of things is changing."

L. B. Esmond of the Essex Gelatine Co., Boston, believes the tendency is more and more toward hand-to-mouth buying and that it will continue "so long as supplies are plentiful." He assigns overproduction as the primary cause.

The Eau Claire Coffee Co., Eau Claire, Wis., thinks the method will become permanent, and summarizes the situation in this way:

"Keen competition, increasing number and success of chain stores, cut prices, etc., have caused many merchants to think hand-to-mouth buying—rapid turnover of stock and capital—will overcome their difficulties."

Practice "Not a Good One!"

E. C. Delgado, traffic manager of the Federal Match Corporation, Philadelphia, believes that the tendency is "undoubtedly toward the further extension" of hand-to-mouth buying, and that it is likely to become permanent, as—

"It is obvious that, as retailer and dealer find that they can procure their material in small quantities without the outlay of a large capital to keep facilities supplied, with necessities and other articles of commerce, they will adhere as a general practice to this style of doing business.

"The primary causes in relation to the match industry, and, I assume, various other industries, are:

"1. Increased transportation efficiency.

"2. The utilization of warehouses as a distributing agency instead of depository for surplus or dead stock.

"3. The keen competition in the match industry from small domestic factories and foreign invasion of the match industry.

"It is my belief that this hand-to-mouth buying is caused by the tendency to reorganize business methods, and, while recognizing the value of transportation efficiency as a factor in commercial progress, I do not think that the practice of hand-to-mouth buying is a good one, because it will inevitably lead to an increase in the unit cost of doing business.

"The warehouseman, being called upon to make deliveries in small lots, will naturally entail more handling. He will then be prone to ignore the speedier turnover and measure his cost per unit and ask increased prices for his service.

"This will react naturally on the manufacturer, as every increased cost in the process of handling and distribution to the ultimate consumer must be taken cognizance of by the manufacturer or large distributor, therefore the ultimate reaction will be detrimental to the con-

sumer because, in the major number of cases, increased cost will be worked down to him. . . .

"This phase of the commercial life of the country is one that should be deeply meditated upon by the warehouseman so that he may avoid any rules or practices that will tend toward the upward increase of his business costs.

"It might be pertinent to add that our cost of doing business in this country is already abnormal and that no theoristic efficiency measures without the practical knowledge of the business of each industry will tend to decrease such high cost of doing business."

For the time being, according to John A. Sim, vice-president and general manager of the Hecker-Jones-Jewell Milling Co., New York, the tendency is toward hand-to-mouth buying to an increasing extent, with nothing in prospect to indicate a change in the trend. As for causes, he sets down the following:

1. "Remembrance of disastrous effect on profits resulting from shrinkage in value of heavy inventories in 1920.
2. "Restoration to normal of transportation facilities after war period demoralization.
3. "Elimination of other factors which necessitated anticipating needs and carrying heavy stocks.
4. "Excess manufacturing facilities resulting from expansion to provide for extraordinary war era demand."

Less Capital Tied Up

D. M. Nation, in charge of distribution and warehousing for Igleheart Brothers, Evansville, Ind., agrees that in the milling business the tendency is toward the hand-to-mouth method and that "without question" it will become permanent. He says there are a number of reasons for the practice—

"One of them is that business men generally seem to have discovered that they can hold funds formerly invested in merchandise out of merchandise, and invest them otherwise and buy from 'hand-to-mouth' and realize profits as great as they did in the days when they had a greater amount of capital tied up in merchandise."

Answering first the query as to the reasons for hand-to-mouth buying, R. J. Wallace of the traffic department of the Jaques Manufacturing Co., Chicago baking powder producers, declares that one of the primary causes is the educational campaign "which has been carried on for a great many years by trade journals preaching 'quick turnover.'"

"Especially during the war period, and immediately after," he points out, "the retail dealer was advised to carry as small stocks as possible in order to reduce to a minimum the speculative elements of his business. A great many dealers who were heavily loaded with sugar and other commodities took heavy losses. It also requires a great deal less investment. To illustrate:

"A retail grocer in Arkansas who was in the habit of buying from ten to fifteen cases of our product at one time, discontinued buying entirely. Our local salesman was unable to offer any satisfactory explanation. A representative from the home office called on this dealer and it was developed that his sales on our product were larger than at any time in the history of his business. He claimed that he was selling one case each week, or fifty cases per year. He had a standing order with the jobber to deliver one case regularly every Monday morning.

"This was also true of other products. In this manner he had practically a weekly turnover, and by paying his bills in ten days he was running his business largely on the jobber's money. In other words, the goods were all sold and the money collected before he paid his bill.

"Another cause of this situation is the exceptionally good service which is being rendered by the railroads at this time. The freight service on less than carload freight today is nearly as fast as express service some years ago. Where a dealer needs to order from a factory at a considerable distance, he can feel sure of getting delivery within a very short time.

"Still another cause, so far as food products are concerned, may be the development of the chain store system of distribution. These businesses are run largely with small stocks and quick turnover."

Mr. Wallace believes it is largely a matter of opinion as to whether hand-to-mouth buying is to become permanent.

"While," he declares, "the railroads are able to render the same service they are now giving, the educational work is continued by the trade journals, and the retail grocer has chain store competition to meet, this situation is very likely to continue."

Mr. Wallace points out that hand-to-mouth buying apparently should work out to the advantage of the warehousing industry, as—

"A number of the manufacturers, instead of shipping one case at a time long distances by less than carload at high freight rates, should prefer to ship to some central distributing point in carloads at the carload rate, where they would be in a position to fill small orders promptly and less expensively.

"The warehouse industry has scarcely scratched the surface of this field. There seems to be a growing tendency on the part of large manufacturers who ship long distances to consolidate less than carload freight into carload shipments, shipping the carload freight at carload rates to merchandise warehouses, where delivery is made to their customers.

"The railroads have claimed for years that they lose money on less than carload freight on account of the expensive manner in which this character of business is handled through their freight stations.

"This same business, if consolidated in carload shipments, would reach the customers with a saving of at least two to four handlings. This economic waste should be avoided.

"However, to bring about this situation is a big question. It is one which the railroads are not in a position to handle. It must be done by industrial concerns. The only place where the railroads could encourage this character of business would be to make the proper spread between carload and less than carload rates, which would encourage the carload movement.

ISN'T it possible that hand-to-mouth buying may react to the benefit of the public warehouse industry?

R. J. Wallace of the traffic department of the Jaques Manufacturing Co., Chicago producers of baking powder, believes that it is.

"A number of manufacturers," he explains, "instead of shipping one case at a time long distances by less than carload at high freight rates, should prefer to ship to some central distributing point in carloads at the carload rate, where they would be in a position to fill small orders promptly and less expensively."

How does this work in with warehousing? Read what Mr. Wallace says—beginning in the first column on this page.

Through Merchandise Cars

"From Chicago there are loaded a large number of so-called through merchandise cars daily, which, as you know, are cars loaded and sealed at the Chicago freight house and consigned to a designated point with freight for that point, and are not opened until they reach the designated town. There may be several cars loaded from Chicago to the same point via different roads, each car containing from six to ten thousand pounds of freight. The entire quantity of freight could be loaded in one or two cars and the other cars used for some better purpose.

"This same thing is going on all over the United States. The railroads have freight houses distributing merchandise in very much the same way as it is distributed by a merchandise warehouse. It has been our experience that a well organized warehouse is in a position to render much better and more economical service than the average railroad freight station. A very large proportion of the business moved through railroad freight stations should move through merchandise houses."

In the opinion of H. Godchaux, president of the Motor Suit Manufacturing Co., Kansas City, Mo., hand-to-mouth buying "is going to continue for quite some time, due entirely to the fact that practically all commodities are on a downward scale." As for the primary causes—

"The purchaser has no trouble in securing his needs, practically immediately, thereby not making it necessary to anticipate his purchases ahead as he

(*Concluded on page* 62)

It's the Sworn-to Listing That Is Starred—and



It's the Starred Listing That Gets the Business!

Announcing the 1927 Directory

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SHOULD BE CORRECTED NOW
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1927 Warehouse Directory

The clipping below shows your listing as it appears in our current directory number.

Please O. K. or correct it for our 1927 Warehouse Directory number, answering the question below which represents the one addition to future listings.

The starred (*) listing commands the confidence of the warehousemen and national distributors who do not know you personally and who may never see your warehouse, BECAUSE it means that you have SWORN TO the information we publish.

Furthermore, the affidavit PROTECTS YOU, because no listings will be starred unless the affidavit below has been executed.

If you are protected by the star (*) in our current directory, you will of course want the same protection next year, so EXECUTE THE AFFIDAVIT BELOW.

If your listing is not starred now, that protection is yours next year if you will EXECUTE THE AFFIDAVIT BELOW.

Yours for Service,

DISTRIBUTION —WAREHOUSING
The Business Paper of the Warehouse Industry

NOTE- Please return promptly in the enclosed addressed envelope

City ..... State .....

Independent Warehouses, Inc.★ 415 Greenwich St. Pres., D. L. Reardon. Chairman of Board, H. N. Taylor. V.P. & Oper Exec., E. H. Maxwell. Sec. & Treas., J. E. Friel. Est 1919. Investment $200,000. USCB. Whses: (MDSE) 45-60 Beach St., 100,000 sq. ft., mill construction, sprinklered; priv. siding, Erie—LV. (MDSE) 28-44 Laight St., 70,000 sq. ft., mill construction, sprinklered; priv. siding, Erie. (MDSE) 415-427 Greenwich St., 200,000 sq. ft., fireproof; priv. siding, Erie. (MDSE) 459-463 Washington St., 45,000 sq. ft., mill construction. (MDSE) 15 Vestry St., 30,000 sq. ft., fireproof, sprinklered; priv. siding, Erie. (MDSE) 151-165 Leroy St., 166,000 sq. ft., fireproof, sprinklered; priv. siding, Erie. (PAPER) 622-624 Water St., 50,000 sq. ft., mill construction. (PAPER) 678-680 Water St., 50,000 sq. ft., mill construction. Convenient to all RRs; LCL, Erie or LV, delivered whses shown at flat New York rate eliminating cartage. Dist. Mdse pool cars. City & interurban delivery of Mdse. Motor truck & team service. MbACW. Assoc: AWA

How much, if any, of your square footage shown above is leased for purposes other than your own warehouse business .....

State of ..... County of .....

I swear [or affirm] that to the best of my knowledge the statements contained in this return are true.

Sworn to and subscribed before me this ..... day of ..... 192 ..

..... (Signature of officer administering oath.)

..... (Signature of individual or agent.)

..... (Address of individual or agent.)

Here's to the Star—and Here's How You Earn It

By KENT B. STILES

THE job of making ready the 1927 edition of the Warehouse Directory—the annual reference volume for shipper and storage executives—gets under way immediately. Early in September copies of the Information Sheet illustrated on page 11 will begin going forward to all public storage companies—merchandise, household goods and cold storage. The Directory will be published as part of the January, 1927, issue of *Distribution and Warehousing*.

The **star** system inaugurated last year in preparing the current 1926 Directory will be adhered to.

This means that the warehouse company which swears, before a notary public, that the facts and figures as set down on the returned Information Sheet are correct will find its listing **starred**—thus: ★—in next year's volume.

A listing published not **starred** will indicate to the Directory consultant throughout 1927 that that listing was not sworn to in an affidavit and that it is even possible that the information contained in that listing is a year old or even older.

In other words, if a listing is **starred**, the consultant may be assured not only that the information in the listing has been sworn to, but that it is up-to-date.

A warehouse company's listing which is **starred** in the current 1926 Directory—indicating that last year it was sworn to—will not again be **starred**, in the 1927 Directory, for that reason only.

It must be sworn to once more—this time especially for next year's book.

Thus will it be emphasized to the

Directory consultant next year that the 1927 Directory is as nearly up to the minute—and as nearly correct—as it is humanly possible for the publishers, Distribution and Warehousing Publications, Inc., to make it.

Because the Directory is a reference volume, the publishers *owe* it to manufacturers and warehousemen to effect just such up-to-dateness and correctness—and nothing less.

For if the listings are without timeliness—if they contain information that is erroneous—then obviously the Directory must be valueless to the consultant, the publishers' money and time are wasted, and a fraud has been perpetrated on Business America.

Simplifying the Work

IN order to simplify, for the busy storage executive, his work of preparing his company's information—and swearing to it so that it may be **starred**—for next year's Directory, *Distribution and Warehousing* has devised a special form, illustrated on page 10, for mailing with *some* of the Information Sheets. Let us see how this new special form operates:

On the illustrated form is the **starred** 1926 Directory listing of the Independent Warehouses, Inc., New York City—a listing selected because it is illustrative of how comprehensive and informative a listing can be made when an Information Sheet has been filled in with the care and detail which the Independent exercised.

Every company whose listing is **starred** in the 1926 Directory will receive a copy of this new form, and pasted on it will be the company's **starred** listing. Accordingly, if the changes to be made in the listing are few, such changes may be made in the marginal space provided. After the changes have been made, the warehouseman can swear to the revised information—in the affidavit blank printed at the bottom of the form.

This system simplifies the labor of the warehouseman whose company's listing is already **starred** in the 1926 Directory, making it unnecessary for him to go through all the work of filling in a new Information Sheet for next year's Directory.

Warehouse companies whose listings are not **starred** in the current 1926 Directory will of course each receive a 1927 Directory Information Sheet. Each one which fills in the Information Sheets and returns it, sworn to, will find its listing **starred** in the new Directory.

Information Changes

THE 1927 Directory Information Sheet differs only slightly from the one distributed a year ago. The principal change has to do with "Space Area." For the new Directory this has been divided—into:

"1. Space actually devoted to public storage?"
"2. Space leased on a rental basis?"

It is believed that this information will give a more nearly accurate idea of the square footage of merchandise warehouse space truly utilized for storage of shippers' goods.

Also, the change simplifies a situation somewhat confusing in the past—as experience has shown that some warehousemen were at a loss just what to put down, if they were leasing some of their space outright on a rental basis, in

Please Give This Information Sheet Your Immediate Attention

for use in compiling the

1927 WAREHOUSE DIRECTORY

Issued by
DISTRIBUTION and WAREHOUSING

249 West Thirty-ninth Street
New York City

(The Directory will appear as part of the January, 1927 issue of Distribution and Warehousing)

State_____ City or Town_____ If City, Local Section Thereof_____

1. Full Name of Company_____
   Office Address _____
2. Officers:
   President_____ Secretary_____ Treasurer _____
   Manager_____ Operating Executive_____
3. In What Year Was Your Business Established?_____ Are You Incorporated?_____
4. What is the Present Total Investment in Your Business? $_____
5. Bonded Warehouse Space:
   Have you U. S. Customs Bonded Space?_____ U. S. Internal Revenue Bonded?_____
   U. S. Warehouse Act Bonded_____ Bonded to State?_____ Privately Bonded?_____
6. Warehouses: (In spaces below, fill in specifications for each warehouse separately)

LOCATIONS Name of and Street address of?	CHARACTER For Mdse. or H. H. G.?	SPACE AREA (List separately the area of each plant) Space actually devoted to public storage?	Space leased on a rental basis?	Type of Construction?	Equipped With Sprinkler System?	Private Side Track on which Railroad?
		sq. ft.	sq. ft.			
		sq. ft.	sq. ft.			
		sq. ft.	sq. ft.			
		sq. ft.	sq. ft.			
		sq. ft.	sq. ft.			
		sq. ft.	sq. ft.			
	For Cold Storage?					
		cu. ft.	cu. ft.			
		cu. ft.	cu. ft.			
		cu. ft.	cu. ft.			

7. Out-of-Town Shipments:
   Indicate to Which Railroad Stations You Desire Out-of-Town Carload and Less-Than-Carload Consignments Sent:

Carload		Less Than Carload	
Station	Railroad	Station	Railroad
Station	Railroad	Station	Railroad
Station	Railroad	Station	Railroad
Station	Railroad	Station	Railroad
Station	Railroad	Station	Railroad

8. Facilities and Service:
   Do You Distribute Pool Car Shipments of Merchandise?_____ Of Household Goods?_____ Are You Equipped for City Delivery of Merchandise?_____ For Inter-Urban Merchandise Distribution?_____ Are You Equipped for Transfer of Household Goods?_____ If in Household Goods Business, Have You Cold Storage Space for Furs and Fabrics?_____ If in Merchandise Warehousing, Do You Specialize in Storage of Any Particular Commodity?
9. Transport Service:
   Do You Operate Gas Trucks?_____ How Many?_____ Electric Trucks?_____ How Many?_____
   Horse-Drawn Vehicles?_____ How Many?_____
10. Of What National, Sectional or State Warehouse Association (s) Are You a Member?

Information supplied by _____
Title _____

Please Note Carefully:

It is important that the above Information Sheet be returned, properly filled in, in order that your listing may be correctly published in next year's Directory. The name of every warehouse company which returns this Information Sheet, **Sworn to Before a Notary Public,** will be starred in next year's Directory—as follows:

Blank Transfer & Storage Co.* (followed by the above information)

The star will indicate to shippers and warehousemen that the information in the listing has been brought up to date and properly sworn to before a notary public; and that all unstarred listings are either at least a year old or have not been sworn to.

Remember—there is no charge to you for the publishing of this information, so please don't make us write for it again.

State of_____ County of_____

I swear (or affirm) that to the best of my knowledge the statements contained in this return are true.

Sworn to and subscribed before me this_____ day of _____ 192____

(Signature of individual or agent.)

(Signature of officer administering oath.)

(Address of individual or agent.)

"Let Your Affidavit Earn a Star!"

response to last year's request to "List separately the area actually devoted to public storage."

Also the change is in line with the thought of the Transportation Division of the United States Department of Commerce that a warehouseman should differentiate, when giving information regarding his space area, between that actually devoted to public storage and that leased on a rental basis.

Another slight change in the new Information Sheet, as compared with last year's, provides for expressing cold storage space specifically in terms of *cubic* footage rather than *square* footage.

Some warehousemen last year set down their cold storage area in *square* footage only to discover that some of their competitors had set down *cubic* footage, and it is at the suggestion of the former storage executives that this change has been made.

Moreover, if *all* cold storage warehouse operators express their area in terms of *cubic* footage it will be possible more nearly to estimate the total cubic foot area of all such companies listed in the Directory.

Comprehensiveness!

WAREHOUSEMEN are urged, in their own business interests, to make their 1927 Directory listings *comprehensive*. As has been indicated, the listing of the Independent Warehouses, Inc., illustrated on page 10, is a striking example of how that may be done.

It should be kept in mind that the Directory is *used*. It is *consulted*. It is *depended on*. The Directory's publishers are convinced—and many warehousemen will concur—that literally thousands of shipments a year are consigned to companies whose listings are both *comprehensive* and **starred**. Where, then, is a company's business acumen when it permits its listing to be published *incomprehensive* and *un*-**starred**?

It is easy to have a *comprehensive* listing. Filling in the Information Sheet assures that.

It is easy to have a **starred** listing. Swearing to the Information Sheet before a notary public assures that.

The Independent Warehouses, Inc., appreciated both those facts—and it answered in detail all queries in the 1926 Information Sheet and then had that Information Sheet sworn to in the affidavit blank provided. The result was the *comprehensive* **starred** listing illustrated on page 10—a listing inspired by a company's recognition, from a business viewpoint, that such information set forth in that way in a reference book of the character of the annual Warehouse Directory should conceivably be a factor in attracting profit-building accounts.

Which brings up the Directory slogan which the book's publishers adopted several years ago:

"It's the **starred** listing that gets the business!"

How true that is, has been testified to in letters which *Distribution and Warehousing* has received, in large numbers, from many sources.

Each year the warehouse industry is more and more coming to realize, indeed, that "It's the **starred** listing that gets the business!"

It must be obvious that the shipper prefers—other things being equal—to do business with the warehouse company whose listing carries a **star** because the information has been sworn to.

And the household goods warehouseman with a shipment to send forward is going to give preference—other things being equal—to a company whose listing is **starred** rather than to a company whose indifference or carelessness or lack of business judgment made that **star** unattainable. By every law of human nature that is so.

All warehousemen who are familiar with the Directory of course know that the listings are published without cost—if they pause to consider that. The only expenses are a two-cent stamp for returning the information, the expense of having the information sworn to, and the time of the person who fills in the Information Sheet. Perhaps twenty-seven cents and a little time, all told.

It would strike the impartial observer that that sum represents a mighty small investment—in the light of the potential return.

So, to reiterate, warehousemen are urged, in their own business interests, to make their 1927 Directory listings *comprehensive* and to see that they are sworn to before a notary public so that they will be **starred**.

The warehouseman who does both, can't lose!

The Contents

IN physical form, the 1927 Warehouse Directory will resemble the current 1926 reference book. Published as part of the forthcoming January issue of *Distribution and Warehousing*, it will be on the desks of shippers and warehousemen throughout next year. Copies of it will become shop-worn and dog-eared —because of being consulted so frequently and constantly. And if you don't believe that, take a trip around the country, a year from now, and visit warehouse plants and the offices of sales and traffic managers. The Directory is heavy enough to be a paperweight, but it's not used for that. It serves a big business purpose and fills a big business need—and that fact remains unrecognized only by warehousemen who don't give a tinker's darn whether their listings are **starred** or old or uninformative or maybe all three.

There will be a heavy cord through the upper left-hand corner of the Directory, so that it may be hung readily in an accessible place.

There will be a complete list of all the railroads mentioned, in abbreviated form, in the warehouse companies' individual listings.

There will be an up-to-date list of all trade associations with which warehouse executives are identified. This list will include the names and addresses of the presidents and secretaries of those associations, as of date of Dec. 31, 1926.

As for the Directory listings themselves—they will be what the warehouse companies make them! The ideal listings—the *comprehensive* ones —will be along the lines of that of the Independent Warehouse, Inc., shown on page 10. So—

"Let your affidavit earn a **star**."

"It's the **starred** listing that gets the business."

"It's the Starred Listing That Gets the Business!"

Public Warehousing and Economic Distribution

Number 18

Why the Automotive Industry Needs the Public Warehouse for Distribution

By H. A. HARING

THE selling of automobiles and automotive equipment presents peculiar problems of distribution—problems, too, that relate very intimately to a warehousing policy in that distribution. Automotive merchandising, furthermore, becomes clear when we recall just one fact that is thoroughly known by all of us but seldom thought of in its bearings on distribution. The situation is much akin to that of the schoolboy who first learns that the world is round—it is more or less of a tussle to grasp the meaning of a round thing from which nothing rolls off, but once comprehended, all the remainder of his life is regulated on the assumption that the world is a globe and not a flat field.

When thinking of automotive merchandising it is necessary to remember that fully one-half of our motor vehicles are in the "country." Rural areas and small towns, for automotive distribution, consume quantities out of all proportion to the rural buying of ordinary articles such as drugs and groceries, hardware and drygoods. Automotive manufacturers, therefore, in seeking national distribution, must plan for a different sort of sales outlets than the ordinary campaign demands.

Groceries and drugs, as a contrast, find their largest sales in the cities. It is true, of course, that approximately a half of our population is rural; but it is equally true that that half does not consume more than a fourth of the groceries and not more than one-ninth of the drug store items of the country. And the cause is plain, once a bit of thought is given to the subject: in the country (and in the small town) much food is produced of the sort that the city dweller buys of the grocery; many of the drug store articles are little used in the country. The same situation applies to dry goods and notions, stationery and shoes, tobacco and hardware.

A different situation, however, faces the maker of automobiles or automobile accessories. More than half of all motor registrations hail from rural communities. Proof that automotive goods are sold in the so-called "farm market" is found in the observation of each reader who will readily remember that more garages are encountered in the country and at highway crossings and in villages than there are groceries or drug stores.

THE country boasts 35,000 drug stores. It has 100,000 sales outlets for automotive goods, supply stores, garages, electrical and battery repair shops, etc. For drugs, the wildest calculation numbers less than 700 wholesalers, while for automotive goods there are some 10,000.

In the automotive business, tremendous duplication of selling effort is found, as is shown by this high ratio of one jobber to ten retail outlets. Both for drugs and for automotive goods, the number of "jobbers" as here stated includes many who distribute but few goods. It includes all the fly-by-night, bootleg scalpers, "buying clubs," chain and cut-rate concerns which pass as "jobbers." With drugs, 200 of the 700 would include all the important and vital wholesalers; of the 10,000 self-styled "automotive jobbers" no one can guess how many are legitimate and necessary.

In the warehousing and distributing of goods, however, our interest is in the volume handled more than in the need or the uselessness of the concern that controls the goods in store.

In automotive selling there is a further reason for the large proportion of jobbers. Here, again, is seen the peculiar condition of this business. With 100,000 retail outlets to cover, the wholesaler must visit dealers scattered along country roads in a manner that the grocery jobber never knew, although the country "general store" has always been important for groceries. In automotive selling, an Omaha jobber can not hope to cover Kansas. The 3,500 automotive outlets of that State are supplied by close to 500 jobbers, most of whom are inconspicuously located in the county-seat towns of Kansas itself.

The peculiar problem of automotive distribution is, therefore, the task of rural selling. The cities are, of course, vitally important; but rural distribution is essential for national coverage as with no other commodity in this country.

Added to the 100,000 retail outlets ordinarily listed, we have today somewhere between 250,000 and 300,000 filling stations. Obviously it is impossible for so many to make a living from gas and oil alone, and they have supplemented the sale of lubricants by adding other lines—lunches first for all, soft drinks and packaged candy next, automotive supplies third in volume. Observe for yourself how extensively filling stations have gone into tires, their accessories and repair; how they handle gaskets and lugs, wrenches and tools, radiator caps and gas-tank caps, skid chains and gloves, Ford and Chevrolet parts.

One Sunday afternoon last April a filling station on the outskirts of St. Louis

Public Warehousing and Economic Distribution

permitted me to examine its sales records for that day. Up to five o'clock that station, with two pumps, had sold approximately 900 gallons of gas in 114 sales; 29 sales of lubricants had been made, and 84 sales of accessories. The cash value of the sales of accessories lacked only $15 of equalling that of gasoline and lubricants, with far greater profits to the owner.

The filling station is open evenings and Sundays—at the hours when men do their home tinkering. It is only natural that the suburban filling station should build up trade in the commoner repair parts for automobiles, as well as the ordinary tools, for accommodation of men who get the old car strewn all over the garage floor and then "need something."

Filling stations, as your own information will affirm, are growing rapidly in numbers not *inside* but *outside* of the cities. They are becoming an important sales outlet for everything connected with the motor car and everything needed by the motorist, either man or woman.

The peculiar problem of automotive distribution is, therefore, the task of rural selling. The cities are, of course, vitally important; but rural distribution is essential for national coverage as with no other commodity in this country.

Delivery Competition

"THE warehouses," said a Chicago general freight agent, "have driven out of business those people that try to deliver from point of origin."

This remark is an exaggeration, but what that railroad officer stated conceals a great truth of commercial America.

At the time the sentence was uttered the speaker referred to the makers of print paper, and, as applied to that industry, the remark was hardly an overstatement.

As applied to the automotive field, it is almost equally true. With 84 makers of brake linings competing for the garageman's order, prompt delivery becomes the keynote of getting the order. What the salesman promises for quality is not a bit more important to his customer than the hour "tomorrow morning" when the goods will be laid down at his door. In automotive selling, three or four days' delivery is not to be thought of; one day is bad enough; most orders are taken for "delivery tomorrow before noon."

A Wisconsin maker of tanks grew enthusiastic over this matter of delivery. His company carries warehouse stocks in thirty cities. It is his opinion that:

"The location of the factory means nothing any more. Shipments all go from warehouses, not from the plant. I credit the growth of our concern to our being closer to the market by two or three days than other makers. When the filling station wants a gasoline tank or a 5-gallon glass bowl, they want them *now*, not three or four days from now."

When this manufacturer's salesman gets an order in or near Detroit it is filled by drawing on a Detroit warehouseman for a 20-barrel tank with its 2-inch fittings. If the customer is near Toledo a warehouseman of that city fills the order. In either case the tank is ready for delivery "at the other end of the telephone," so to speak, whereas shipment from the factory or even from Chicago stock would take several days.

In a certain line of automotive goods (which it is not advisable to describe more particularly) there are fifteen or sixteen makers in this country. In 1921 three of these had branch sales-and-stock agencies in Chicago. The following year a fourth company opened a sales office in that city, carrying, however, its stock with public warehouses. It was not content, even in Chicago, with a single stock but had three within that city, in carefully chosen locations. The company held spot stocks also in such nearby points as Milwaukee, La Crosse, Davenport and Peoria.

Within the city of Chicago the fourth maker held his own against the older companies but in the outlying territory his sales quickly outstripped the others, the reason for which is thus expressed by the sales manager

"No. We didn't outsell them. But we did out-deliver them, every day. In less than six months every garageman knew he could count on us. When a man's auto breaks down, he'll ask for the make of . . . . that he's sold on, but if he finds it's not to be had for forty-eight hours and the garageman tells him he can have ours and get it installed by five o'clock the same day the car owner'd be a fool not to let the garageman give us the order.

"All we did in Chicago territory was to plaster stocks so close together that anyone's truck could get the goods in a few hours. That's how we out-delivered the others."

Competition could not stand such "out-delivering." The result is that by the autumn of 1925, of the 15 or 16 makers of this line of goods only one continued private storing in Chicago. Seven of them, moreover, store with more than one public warehouse each in that city, in order more effectively to cover the city, but not all of them have established spot stocks elsewhere in the Chicago trade territory.

In the last summer, a radio jobber of Chicago has been carrying in the trade papers an advertisement that says: "Remember we have eight warehouse stocks in Chicago to supply your needs. Along with our supreme line of radio equipment goes super service facilities."

In the autumn of 1925, a maker of skid chains had worked out a plan for intrenching his company strongly for the winter's business. The highly seasonal character of the chain business is a matter of common information.

"Two years ago," says the manager, " we tried to stock up the retailers. The only way we could do this was to ship them the chains on advance datings. We got mightily stung, for enough of them were bad risks that the losses hurt us. But the worst thing was not that. Just at the height of bad weather when the demand was highest and we were being flooded with telegrams, our shipping department got demoralized. They fell over a week behind with orders; then they lost their heads, and made enough mistakes to ruin us.

"That was two years ago. Last year we experimented with three schemes of distribution. The one we adopted is to use warehouses. It's the most sensible for automotive supplies, and costs least. This year we're not trying to stock the dealer beyond a reasonable stock on the usual basis, but our salesmen have made it plain to every garageman and service station how they can get chains before the bad weather breaks. If any other maker of chains can get to them faster than we shall this winter, I'd like to meet him, for we expect to shove the returned goods on the other fellow next spring."

One interesting thing about the plans of this manufacturer is that he avoids all danger of the breaking down of his own shipping department. Under the new plan all responsibility for correct shipment, as well as shipment "on time," is laid on the public warehouseman who for 2c to 5c per 100 pounds assumes the task of marking and billing, with delivery to the appropriate carrier or truck, and who can be held liable if he falls down on the job, as the manufacturer's employees can not be.

Some Special Needs

IF ever an industry needed the protection of warehousing its merchandise, that business is the making of supplies and accessories for autos. Of wholesale druggists, the country has about 700; wholesale hardware, about 450-500; wholesale grocers, 1,000-1,200; but of wholesalers in automotive lines, somewhere around 10,000.

The automotive manufacturer, therefore, distributes through thousands of jobbers. More accurately, perhaps, we should say that he has the opportunity to have that number of accounts. These wholesalers—good and bad, legitimate service wholesalers and shifty self-styled "jobbers," everything from *bona fide* con-

Public Warehousing and Economic Distribution

cerns rated at AA down to those whose rent is unpaid—present to the manufacturer a serious credit problem. Adequate wholesale distribution is needed. Also is needed "collectibility of accounts due."

The manufacturer who distributes his product in Dallas, as an example, might easily be represented by a hundred wholesalers in that territory (whether he maintains an agency in that city, makes no difference).

Suppose this manufacturer makes socket kits. If half of these hundred wholesalers carry fair stocks, averaging in size $1,000, the manufacturer would have $50,000 outstanding in Dallas territory. It is hardly necessary to describe the varying credit risks of these fifty wholesalers in all the uncertainties of automotive supplies.

Our maker of socket kits, on the contrary, can save himself from all this nuisance and risk. He can easily warehouse a stock of $5,000 to $10,000 in Dallas for servicing the same wholesalers. Each of these jobbers could then carry a stock of less proportions, say $300-500, knowing that within a few hours he could fill up from the warehouse, under the accredited list arrangement. The factory would then have with these fifty distributors possibly $20,000 on open accounts in the territory as compared with $50,000 where each jobber must stock for himself. The factory would have also possibly a maximum of $10,000 of its own stock in warehouse.

Which condition makes the better statement when the factory asks a loan of its bank?

Does $50,000 on open accounts with automotive wholesalers give the impression of soundness that is given by $20,000 of open accounts plus $10,000 of warehouse stock?

Remember, too, that bankers know well that wholesalers' open accounts do not mean that the merchandise is absolutely sold; they know there is still the possibility of returned merchandise for which demand has not arisen; they know also that the warehouse stock is safe from credit losses, being where no attachment or judgment can touch it.

In addition to all these advantages, the manufacturer has another gain. We are estimating that one-half the wholesalers of desirable reputation handle the line. This would be good distribution where the jobber must stock in order to represent the socket kit. With the warehoused stock, however, the remaining fifty jobbers can also be supplied, as they need the goods; they can slowly be persuaded to build up the line among their trade without investing the capital to stock $1,000 of an untried product. The manufacturer has then increased his domination of the Dallas market.

To the wholesaler, in turn, is presented a like problem. His customers number many garageman and supply dealers who are financially unable to stock the goods and whom he dares not risk to carry even if they were willing to stock. With the rural development of the motor field there enters all the slow-pay habits and the high cost of collection that have brought ruin to wholesalers of dry goods and groceries.

Automotive retailers do not shy, however, at C.O.D. deliveries. They will not, of course, stock the goods on this basis; but when a patron's car is spread all over the floor for want of a replacement, the C.O.D. is welcome. Wholesalers have, through this process, been forced to keep in their storerooms the supplies which properly the garageman should stock for future need. The manufacturer, in the automotive field, may as well face the situation squarely—he will have to do the same thing that wholesalers have compelled from manufacturers in other industries. The factory must carry the spot stock, at strategic marketing centers, to serve its wholesalers. Only thus can the factory maintain its sales volume.

In the issue of *Distribution and Warehousing* for March, 1926, when discussing "How the Factory May be Financed Through Warehoused Stocks" it was shown how factories may convert stored goods into liquid assets, with an illustration of what the Ford Co. once did in this way.

A Suggestion to the Warehouseman

IT will repay public storage executives to place these articles by Mr. Haring in the hands of shippers who comprise the present patrons and potential customers of the warehouses.

At only nominal costs reprints are available for distribution to shippers on your list. A line to the business manager, A. K. Murray, will bring you details as to the prices.

Many of your competitors are building business in just that way with these reprinted Haring texts.

Competition of Jobbers

ORIGINALLY the wholesaler bought in carload lots from the factory, but today the wholesaler is not necessarily a carload buyer. Watch their trucks at the inbound platforms of any railroad freight depot for an hour, in any city you choose, if this statement is questioned.

Said a New England maker of steel vises:

"We probably sell 400 jobbing accounts, but not twenty of them are carload buyers," and in his statement he was including both hardware and automotive jobbers.

In Detroit are 30 wholesalers and jobbers of groceries together with 4 concerns which job for chain stores, and yet of the 34 only 2 can be classed as carload buyers for anything but sugar and flour. Carload buyers of automotive supplies are few.

The carload jobber seldom gets so low in stock as to fall back on the manufacturer's warehouse stock—and for that reason manufacturers were not compelled to warehouse in the days when wholesaling bought regularly in carloads.

With, however, his fellow jobbers who are not carload buyers, the exact reverse is the case. Small jobbers, it is remembered, greatly outnumber the big houses. It is known that greater volume is marketed through the hundreds and thousands of small jobbers and sub-distributors in the automotive field than through the few scores of wholesalers who are truly "servicing wholesalers." With recent growth in the rural character of automotive lines, the proportion distributed through less conspicuous jobbers is increasing.

A maker of tools puts the present situation tersely:

"The old-line jobbers are on the run. In this city (Cleveland) two of the country's biggest hardware jobbers have disappeared from the field in less than two years. Yet jobbers have multiplied fifty-fold since the war, and I see no end to the number. They are not of the old-time kind, for now any two or three young fellows who know how to sell can make a future for themselves, and they'll make money until they get fatty degeneration—that is, until they quit hustling and begin to wear their coats all day and take two hours for lunch.

"Jobbing margins are close. Any firm with a host of department heads and assistant department chiefs is in danger of an overhead that needs red ink to carry forward its balances."

This same man estimates that "three-fourths of the business is done through jobbers who've come into the field since the war." Such, in large measure, is the explanation of the great number of jobbing concerns with whom the manufacturer must reckon.

Conclusion

THE problem, then, of distribution for automotive supplies is somewhat different from that of other commodities. The rural community must be covered with a thoroughness unknown to most lines because half the goods are consumed in the country. Yet the final link between manufacturer and user, for automotive supplies, is the garageman or the filling station man—both of uncertain credit and questionable bookkeeping methods. They constitute a great C.O.D. market, which means that orders are not placed until a customer is in dire need of the goods. When that condition arises, quickness of delivery is far more important than brand name of the goods. Preference and prejudices, expensively cultivated by reputation and through advertising, are thrown without thought to the winds unless the desired goods are within easy reach.

Hours of delivery become more important than days usually are. Of competing brands on the market (presuming them to be reasonably equal in merit) that one is ordered that can be soonest delivered, merely for the reason that a motor car "in the repair shop" is about the most irritating thing a man owns.

Hand-to-mouth buying is nowhere better shown than in the automotive business. The number of parts is so tremendous that any ordinary retailer or garageman is staggered when he thinks of stocking anything beyond the most ordinary of inexpensive replacements; of accessories he carries only "fast selling specialties" of medium sizes. So little interchangeability exists with replacements that such a stock as the country grocer carries would be, for the garageman, merely to invite bankruptcy. Gladly, however, he orders by telephone for C.O.D. shipment of anything for which he is unexpectedly in need. Any moment he may want the very item which he refused to order from a jobber's salesman an hour ago—with the difference that the order would have been for "stock" while the telephone call is for "Rush it to me quick."

Except for a few score wholesalers, too, complete stocks are ridiculous. Only in a magnified manner is their problem different from that of the retailer or garageman, for the wholesaler does not pretend, ordinarily, to carry on hand the infinite varieties and sizes of slow-moving articles. The wholesaler looks to the manufacturers of the many lines of automotive goods. He expects the manufacturer to supply shortages promptly; any manufacturer who fails to come to scratch is merely teasing a competitor to take his business in the territory.

The identical problem exists with other industries, although no other faces the extremes that have come to automotive goods. Manufacturers must cover the entire country, cities being no more important than the remotest cross-road filling station; they have also the task of satisfying a market which buys hand-to-mouth all the time, not from choice or through reluctance to anticipate needs but from the sheer impossibility of knowing one hour what will be the needs of the next.

(The nineteenth of Mr. Haring's "Public Warehousing and Economic Distribution" articles will appear in an early issue.)

Testimony For and Against Motor Vehicle Regulation as Presented at Interstate Commerce Commission Hearings

IN addition to the presentation by Henry Reimers, Chicago, executive secretary of the National Furniture Warehousemen's Association, of household goods warehousing's position in relation to interstate motor vehicle regulation, at the first of the Interstate Commerce Commission's hearings, in Chicago late in July—as set down in the August issue of *Distribution and Warehousing*—various witnesses were questioned by Commissioner Esch and Examiner Flynn.

Representatives of motor transport interests, railroads and shippers were present at the Chicago hearing to the number of more than 300, and statements were made on behalf of organizations including the National Automobile Chamber of Commerce, Ohio Bus Operators' Association, Illinois Motor Transportation Association, Motor Bus Association of Indiana, Indiana Transfer and Warehousemen's Association, Inc., Ohio Truck Owners' Association, Kentucky Motor Truck Association, National Industrial Traffic League, Chicago Association of Commerce and the Chicago Shippers' Conference.

The testimony offered showed wide divergence in opinion as to the advisability of Federal regulation, and as to what should be the scope and methods should regulation be established.

Early in the initial hearing Commissioner Esch, citing that there are nearly 20,000,000 motor vehicles in the United States, said that because of the industry's magnitude, because of no Federal regulation, and because only about two-thirds of the States had regulatory laws, motor transport had created an important problem.

Representatives of railroads and traction lines presented their viewpoints on the first day, truck and bus operators on the second day, and shippers and representatives of the Department of Agriculture on the third day.

Snyder Defines Classes

On behalf of the Indiana Transfer & Warehousemen's Association, Inc., Thomas Snyder, Indianapolis, the association's secretary, divided trucks into five classes:

1. The contract carrier.
2. The truck carrying livestock from farm to market and returning with any available load.
3. The same truck, except that milk is carried to market on regular schedule.
4. The common carrier truck moving on regular schedules, routes and rates.
5. The common carrier truck with irregular rates charged.

Mr. Snyder believed that the trucking industry's state was too unsettled for regulation at this time, and that it would be essential to analyze the economic relationship of the industry at large and the community in which it operated.

Ross Greeniwalt, Goshen, Ind., president of the Indiana association, said that if Federal regulation meant establishment of regular schedules and rates, he was opposed to it.

On behalf of the Kentucky Motor Truck Association, H. C. Kelting said the truck industry was too young for regulation, and that Federal regulation would do more harm than good.

J. H. Beek, executive secretary of the National Industrial Traffic League, said the league was neither for nor against regulation, but that the league was interested in getting all available facts before the Commission.

Speaking for the Chicago Association of Commerce and the Chicago Shippers' Conference, J. P. Haynes said in part:

"We believe the time will come when Federal regulation of motor vehicles engaged in interstate commerce as common carriers will be in the public interest. We are not convinced that this time has come, as the motor truck furnishes an entirely different kind of service than is provided by common carriers now subject to the Act to regulate commerce. In the transportation of short-haul traffic, it affords an expedited door-to-door service, with which the rail carriers as such cannot compete on account of terminal delays and other operating

conditions. We believe the time has come for a general survey of the motor truck industry to develop its exact status in the transportation field. . . .

"Shippers and receivers have found that the trucks pick up freight at warehouse doors and make delivery at doors of customers. This, in many cases, saves expense in packing and crating, and provides by one operation at minimum time in transit. If handled by rail or electric carriers, it would require three distinct operations, with an inferior service. Such business cannot be termed competitive with railroads and electric lines, as they are not in position to furnish similar service. The receiver, who in most cases pays the freight, is requesting his shipper to use this form of transportation in preference to the rail lines, as in most cases he receives his freight on the same day it is tendered for shipment. The shipper having goods to ship, in order to satisfy his customer must utilize the best service available and to the extent that the trucks supply that service, they are being used. Motor truck transportation of freight will always be used by shippers as a regular service when it is demonstrated that a superior service is provided to that offered and maintained by either the railroads or other agencies.

Regulation "Unwise"

"We requested the views of all receivers and shippers, members of our association, and after analyzing approximately 400 replies, find that the motor trucks are about evenly divided as to the shipper owning his equipment or leasing from trucking companies on a weekly basis. Many thousand trucks are hired and in daily operation in both intrastate and interstate movement. The service between motor common carriers and motor contract carriers is about evenly divided as to their use, but by far the greatest percentage of tonnage is handled by the motor contract or motor private carrier.

"We believe it unwise at this time to place the motor truck industry under Federal regulation for the following reasons:

"1. The advantage to shippers of motor truck transportation is in the elasticity of the service. Rate and service regulation would have a tendency to produce uniformity and make the service inelastic.

"2. Federal regulation would tend to retard the development of a new and rapidly growing means of transportation.

"3. Motor truck transportation is only now entering the development stage. In so far as possible, it should be left free to find its place as a transportation agency and best fit in as a supplementary means of existing transportation.

"4. Federal regulation, if found advisable, should not at this time go beyond a requirement to secure a certificate of public convenience and necessity, and to provide a financial responsibility to indemnify shippers against loss.

"In conclusion, we believe Federal regulation, comparable with that now applying to railroads, would seriously suppress, if not destroy, motor truck service as it exists today. Overhead and upkeep is expensive in the motor truck business, and the process of elimination is very rapid. If the motor truck finds its place as a short-haul carrier (that is, within a radius of 50 miles of our commercial centers at rates adequate to maintain their service), it would relieve rail carriers of at least a portion of the short-haul traffic which for many years they have claimed was unremunerative."

Analyzing the testimony given at the Chicago hearing, it appeared that the commission gathered into its files three distinct views:

1. The railroads as represented would like to have Federal regulation of motor vehicle common carriers engaged in interstate commerce.
2. The bus operators in general would welcome regulation, some favoring State control only and others advocating comprehensive Federal regulation.
3. The truck operators and shippers by truck almost unanimously are opposed to any sort of regulation at this time, but if there is to be regulation they want it limited to State authority to issue certificates of convenience and necessity, and to require prospective operators to make satisfactory showing of financial responsibility for the protection of customers and the public against loss and damage.

One interesting feature of the Chicago hearing was the testimony of J. G. McKay, chief of the Division of Highway Economics of the U. S. Bureau of Public Roads, presenting conclusions drawn from surveys of highway transportation made in several States and communities. These conclusions are summarized as follows:

1. The motor truck is used principally for local distribution of merchandise, chiefly foodstuffs.
2. Hauls of more than sixty miles constitute a very small proportion of truck use.
3. The greater part of truck distribution is of commodities direct to the ultimate consumer.
4. Long hauls by truck are economical only for special commodities, such as household goods from domicile to domicile.
5. The bulk of the trucking business is performed by owner-operators.
6. Only a small part of commercial trucking is interstate, a survey in Connecticut revealing 6.9 per cent.
7. Extension of truck transportation of freight over long distances is in general economically unsound.

At St. Paul

At the commission's hearing in St. Paul, Minn., Ivan Bowen of the Minnesota Railroad and Warehouse Commission, formally moved that the Commission's proceedings be discontinued. Under the Minnesota laws, he pointed out, all motor vehicles on the State's highways, regardless of kinds of traffic carried, were under the State Commission's jurisdiction, and that, under the Federal laws, the I. C. C. had no jurisdiction over motor vehicles.

"We have been hearing considerable in the past few years," Ivan Bowen of the Minnesota Commission said in part at the St. Paul hearing, "about the continued encroachment of the Federal Government upon so-called States' rights.

"The President of the United States has pointed it out as one of the dangerous tendencies of the time. Cabinet officers have stressed the necessity of preservation of regulation by the States over their utilities.

"A few weeks ago the president of the American Bar Association at Denver used the subject as a keynote in his annual address.

"And yet with all these expressions of the public thought of the day on the subject we are confronted with an investigation by an agency of Congress created for another purpose, the expressed object of the [Interstate Commerce] Commission being to develop facts as the basis for recommendation to Congress for Federal regulation of another public utility, notwithstanding Congress has refused to legislate on the subject after hearings held.

Problem of "Encroachment"

"If each subject is to be an exception to the opinion advocating State control, where is the encroachment to end?—an argument can be advanced for the Federal regulation of every business in the United States.

"The [Minnesota] Railroad and Warehouse Commission is not antagonistic to the regulation of the Interstate Commerce Commission within this State when such Commission is acting properly within its sphere, but we do oppose this seeming attempt of the Interstate Commerce Commission to extend its control without legislative sanction of Congress over operation of motor vehicles on the public highways of the State."

Commissioner Esch, taking this protest under advisement and stating that the Commission would be glad to consider any brief which the Minnesota body might care to submit, declared that the I. C. C. inquiry must not be interpreted as an assumption by the I. C. C. of a jurisdiction it did not possess under the law, but that the I. C. C. was but trying to discover to what extent motor vehicle common carriers should be regulated in the interest of the country's whole transportation system.

After testimony, both for and against, by representatives of various interests, J. C. Vant Hul, secretary of the Minnesota Commercial Truck Owners' Association and of the Twin Cities Transportation—organizations with which warehouse and transfer companies are identified—made the following presentation:

"We desire to point out that while at the present time the number of common carrier trucks registered in Minnesota is still well below the 500 mark, the number of privately owned and general transportation trucks, exclusive of those

used in agricultural or dairy pursuits, is more than 34,000.

"The returns from the questionnaires which we have circulated extensively, in order to obtain an expression for these hearings, fail to indicate any demand for regulation. It is not surprising that truck owners fight shy of the subject, and it seems evident that much more experience, or at least a better understanding of the subject and the aims of regulation must be had ere the time is ripe to determine upon any hard and fast rules with any assurance that they will be fair and just to all parties concerned.

"The two organizations who join in this testimony are non-common carriers. The Minnesota Commercial Truck Owners' Association membership is composed of (a) owners of trucks operating for hire in a general but intermittent transportation business, without fixed schedules, routes or termini; (b) transfer and storage firms, doing mainly a local—but occasionally an intrastate or interstate—business; (c) truck fleets of manufacturers, wholesalers, jobbers and retail merchants, as well as contractors, laundries, garages and many others who haul their own goods exclusively in the conduct of their own business.

"The Twin City Transportation Association membership is engaged in the moving of household goods wherever the customer demands, as well as in the conduct of a general drayage business in the Twin Cities.

"None of these trucks have, nor can they have, either fixed termini, regular routes or time schedules—nor do they partake of any of the characteristics of the common carrier truck—and in common fairness obviously cannot be made subject to rules and regulations as common carriers.

"We feel, moreover, that no class of trucks represented in our organizations is in direct competition with railways, but rather is supplementary thereto, and our operations are in distinct classes by themselves. There is no attempt, nor can there profitably be, on the part of our trucks for hire, to carry L. C. L. shipments over State or interstate highways; full loads only, destined to one consignee at the same point, are the invariable rule; their only approach to competition with rail service occurs when they haul a load of goods to some distant point reached also by rail; but in this instance, even, there is a distinct class of service not rendered by the steam roads, consisting of the elimination of the costly packing, plus the advantages of door-to-door pick-up and delivery, and the saving of time. Many points are thus served that are not reached at all by rail.

Routes Not Predetermined

"The same is true of those who are in the general transfer business, who must come and go as the business requires, who cannot have any predetermined plan of operation and whose movements are entirely subject to the wishes of the customer. And where the common carrier truck, like the railroad, is limited by routes, schedules and termini, our general transportation trucks supplement this service to points not so included, as well as providing transportation of freight from railway terminals to the doors of the consumer.

"The commercial firms in our association, meaning business houses operating their own vehicles, merely deliver their own merchandise to their customers in near-by communities. It seems clear that none of these vehicles is in the same category as common carriers.

"These associations fully realize that the problem before the commission, if it is to be probed in all of its ramifications, is a tremendous one. The phenomenal growth of motor truck transportation, in itself a pretty good indication of both convenience and necessity, has brought its problems. And in the attempt to find the solution we wish to offer the commission our best efforts in whatever way there may be opportunity to assist."

Mr. Vant Hul expressed opinion that the motor truck industry was not yet sufficiently stabilized for Federal regulation.

A brief was presented by H. H. Chamberlain, president of the Boyd Transfer & Storage Co., Minneapolis, explaining in detail the business of long distance moving of household goods; the company's methods of operation, the rates charged, the service given—declared to be superior to that of railroad freight service on this commodity—and setting forth that the company's business was not in competition with the railroads or with the regular route truck haulers. Mr. Chamberlain cited figures designed to show that the railroad freight charge on household goods shipped by rail was only a moderate percentage of the total charge paid by the customer for packing, drayage, freight and unpacking, and that when truck service was substituted the railroads' interests were not the largest involved.

James D. Ryan, president of the Yran Transfer & Storage Co., and J. E. Edell, traffic manager of the Murphy Transfer & Storage Co., believed that transfer companies whose chief business was the hauling of household goods should be exempt from Federal regulation. Mr. Edell added that there was particular danger in Federal interference while the truck industry was in its formative state.

At Portland, Ore.

THE third of the series of hearings was held in Portland, Ore., on Aug. 7 and 9 before Commissioner Aitchison and Examiner Flynn, the former explaining at the opening that the purpose of the inquiry was twofold:

1. To develop information which would be helpful in aiding common carriers.

2. To develop information which would make it possible for the commission to recommend to Congress essential legislation for the control of truck and bus transportation.

On behalf of the railroads of Washington, Oregon and Idaho, maps were introduced by H. J. Roberts, representing the Union Pacific, showing truck and bus lines operating in the more populated sections of the three States.

After other railroad testimony, H. O. Berger, of Washington's Department of Public Works, presented a pamphlet setting forth in detail a discussion of all forms of transportation and their development in the State in recent years.

L. D. Conrad, the department's motor vehicle division director, testified that 465 certificates of convenience and necessity had been issued to truck and bus lines, 232 of them still being in effect, 97 of the latter being for freight alone and 3 for household goods.

"Local conditions are the controlling factors," Mr. Conrad said. "Examiners from our department study the conditions. We attempt to control companies so they will not be operated under ruinous competition in the convenience to the public they serve. We attempt to make trade and rural centers more convenient to the patrons of the bus lines. The State of Washington is serving a great social and economic need by controlling its motor vehicle transportation."

Expressing his opinion as to the relative values of State and Federal control, Mr. Conrad said Federal regulation would be better than none, but that State regulation would, due to local contacts possible, be preferable.

The names of various certified truck operators in Washington were presented by R. H. Culbertson, traffic manager of the Washington Motor Freight Association. He testified that trucking tariffs in the State were constructed after those used by the railroads, with the tariffs divided into truck classification, routes followed and commodities transported.

Oscar W. Horne, manager of the Portland Auto Freight Terminal Association, expressed opinion that "under existing conditions I believe States can give the best regulation; but after the business becomes stabilized, the Federal government might be the best regulator."

He added that "States through which interstate lines operate ought to be able to get together in the formulation of legislation that will be alike."

On behalf of the Portland Traffic & Transfer Association, W. C. Curtan testified that members of that organization used trucks for less than carload shipments within a radius of 300 miles of the city largely because they could get overnight services, whereas the railroads required as long as three days for the same service. The cost was higher for trucks for the station-to-station hauling, he said, but where door-to-door haulage was concerned the cost was lower. He added:

"Personally I believe that the Interstate Commerce Commission is the best body to regulate trucks and shipping by them."

September Hearings

Following hearings which the Interstate Commerce Commission held in July and August in Chicago, St. Paul, Portland, Ore., San Francisco, Los Angeles

(*Concluded on page 47*)

Vol. VII. No. 3

TWO BITS

Gotham, September, 1926

A Bit Here, A Bit There

Strong Editorial

WELL, here *Two Bits* is well into its 7th yr. of public'n, it having been inaugurated in July of 1920, & this mo. (Sept.) Ye Ed. takes up some space herewith to inquire:

1. "Is *Two Bits* successful?"
2. "Is it being taken serious, like it should ought to be taken?"
3. "Is it accomplishing anything constructive for the storagers' industry?"

Those are questions which are debatable. The 1st & the 3d could be answered by both "Yes" or "No," & who could prove otherwise, whichever answ. might be given?

It is, therefore, the 2nd question—"Is it being taken serious, like it should ought to be taken?"—that presents a problem for the consideration of Ye Ed. & of all interested readers, if any.

As part of that consideration let us turn back to No. 1 of Vol. 1 of *Two Bits* & see what was the initial item published. Our red-headed office boy having fetched us that vol., we now read:

"Geo. Lovejoy, our enterprising viceprexy of the A. W. A., is taking a tour of warehouses in the U. S. A. to investigate what's what in labor saving devices. Don't get caught in a gravity conveyor, Geo."

That item was published serious, on a/c we did not want Geo. to step accidentally on a conveyor & get carried to the roof or maybe dumped into a scow. It was a studious warning to Geo. to watch his step, as one never knows what a conveyor will do next.

French Cabinet Fails

But did the storagers' industry consider it in that view? We doubt whether it did. We believe the industry thought Ye Ed. was spoofing.

Well, let's take another item—"The Eagle w'house co. of Brooklyn has got ye editor's household goods in storage. Don't scratch our piano, boys, it's the only one we got."

Who wants to have their piano scratched in a H. h. g. plant? That item was a tip to Bill Schiffmann, the B'klyn storager, to be careful. Later we sold the piano & Bill didn't get any more storage charges out of us & has been sore about it ever since, but that does not prove that the item, as published, was not serious.

Another item in No. 1 of Vol. 1 was "Subscriptions are coming in finely to this paper. A few more will mean a new auto for ye editor." That was a serious thought if ever there was one. But did the storagers' industry look upon it that way? We can now state that they did not. Subscriptions stopped sudden thereafter & Ye Ed. has been tottering around Gotham in the same old rattletrap we was using back in 1920.

Was our plea for utensils to complete our personal golfing set taken serious, so that Ye Ed. might be enabled to win something better than 2 booby prizes in succession at N. F. W. A. golfing tournaments? It was not. What did a bunch of mid-western & so.-western storagers do but get together & send Ye Ed. a used st.-cleaning brush, an agricultural hoe & a pop-corn popper!

Boiling down our problem, then, it must inevitably be concluded that *Two Bits* is not being taken serious by the storagers' industry. That is unfair to Ye Ed. We strive earnestly, impartially, in fact indefatigably, with sunshine in our heart for all, to turn out mo.'ly, 12 times a yr., a high-minded, intellectual, fair-dealing, honest-opinioned, square-shootin' publicat'n free from pettiness, jealousies, sarcasms, libel and obituaries. In return—our message is to the storagers' industry—we desire, indeed demand, only one reward. To wit:

We want *Two Bits* to be taken serious.

Sounds Like a N.N.**

A Gotham storager writes to Ye Ed. as follows:

"Luck is not the secret of success. The success formula is not a secret one. It is faithful service plus constant study. The constant and consistent application of this formula will bring success.

"If a storager can aspire to such dizzy heights, just imagine for a moment what the editor of a storagers' paper might do!"

What Ye Ed. is trying to figure out is whether that is a knock or just some well-intended, tho wholly unnecessary, advice.

Well, It Was Ye Ed. Who Set the Pace

An Aug. 2 despatch from Dixville Notch, N. H., says

"Buttermilk as a thirst-quencher is not so bad, Mayor Jimmy Walker of New York City will testify. He drank a pitcher of it after playing eighteen holes of golf."

This shows the high standard moral atmosphere which now surrounds the 19th hole—a situation to which Ye Ed. of *Two Bits* has contributed immeasurably in recent years, as already indicated in "Our Buttermilk Dept." in our July & Aug. issues.

****Nasty Nock.*

Proving "They Am!"

THE U. S. Gov't has its own ideas about prohibition enforcement & it also has its own ideas about the editorial contents of our thriving public'n yclept *Two Bits.*

"Indeed," writes R. M. Hudson, Chief of the Div'n of Simplified Practice of the Dep't of Commerce, to Ye Ed., "the greatest problem, 'than which there is none whicher,' confronting many an editor is the present day scarcity of worth while material.

"Hence I send along the inclosed, thinking its title may suggest a human interest story depicting the dejection, misery & anguish suffered by you on the eve of publication & no news in sight. Or perhaps a H.h.g. storager in the height of the moving season might answer the query!

"The inclosed is served *au natural. Two Bits* must live! It must! It must!"*

R. M.'s contrib'n, copied from *The Neptune Log,* is entitulled "Am They a Hell?" & reads:

"The appointed pastor of a colored church announced that his sermon would be 'Am They a Hell or Am They Not? And I'll Prove That They Am.'

"The church was packed as the new parson arose to prove his assertion.

"'Brethren,' he said, 'the Lord made the earth round like a ball.'

"'Amen,' said the congregation.

"'And the Lord made the world so it would go round and round.'

"'Amen,' was the response.

"'And the Lord made two axles for the world to go round on, and he put one axle at the North Pole and one axle at the South Pole.'

"'Amen,' agreed the congregation.

"'And then the Lord put a lot of oil and axle grease in the center of the world so as to keep the axles well greased and oiled.'

"'Amen,' said the congregation.

"'And then a lot of sinners dig wells in Pennsylvania and steal the Lord's oil and grease. And they dig wells in Louisiana, Kentucky, Oklahoma and Texas, and in Mexico and Russia, and steal the Lord's grease and oil; and some day they'll dig so many wells that they will have all the Lord's grease and oil and them two axles is going to get hot.

"'And then, brethren, that will be Hell. Yes, brethren, that will be Hell.'"

**Well, justifiable homicide of Ye Ed, or a Federal injunction vs. it are the only ways we know of to stop it, but if any of our readers will suggest any other methods we would be glad to air their views.*

New Business for Warehouses

X

Domestic Oil Heaters Offer a Field for Cultivation

FOR twelve or fifteen years oil burners in steamships and on the railroads have been in use. For a bit less than that time, oil has been making inroads into the coal consumption for hotels, office buildings, apartment houses, schools and churches. For seven or eight years, the oil burner for domestic use has been practicable, and its further development threatens the coal man over the entire country.

It is, however, only within the past two or three years that domestic oil heating has assumed real volume. Inquiry from the manufacturers indicates that only three of them have used warehouses for spot stock, but it is the belief of the writer of these "New Business for Warehouses" articles in *Distribution and Warehousing* that public storing of oil heaters will shortly be upon us.

There are nearly one hundred manufacturers in the trade lists. Of these, forty or fifty appear to be doing an appreciable volume of business, with about a dozen manufacturers who have marketed upwards of 25,000 units apiece.

The Claims of Oil Heaters

"EIGHT years ago," to quote one of the pioneer manufacturers in this field, "there was no choice about coal, for a coal furnace was the best means yet devised for heating a home. Today this is no longer true, for oil has been displacing coal as a fuel for home heating, rapidly and permanently."

Other manufacturers use such striking phrases as these:

"Farewell to the shovel and ash can."

"No coal shovel was ever made to fit a woman's hand."

"The oil heater is an efficient servant that frees you from furnace drudgery and dirt."

All of them remind us that "comfort is beyond price," which is an appeal which none will deny.

Coal has always meant, to the householder, trampled lawns, sooted walls, dirty rugs and draperies, streaked windows, gritty black dirt on stairs and basement floor.

The oil heater is as certain to displace coal for domestic heating as the washing machine has relegated the washtub to antique shops, the automobile put the buggy out of business, or the electric refrigerator supplanted the icebox for those who can afford "comfort beyond price."

Nearly all the domestic oil heaters are so constructed as to be adapted to the present heating system of the house. The oil-heating attachment is connected with the firepot much as natural gas burners have for twenty years been used in western Pennsylvania, Ohio and Indiana. The oil heaters feed from an oil storage tank; the oil is mixed with air and sprayed into the furnace or heater; the mixture is ignited usually by use of an electric spark or a gas jet; the heaters are regulated by some form of thermostatic control placed conveniently in the living room of the home.

A POTENTIAL field for the public warehouseman is the storage and distribution of oil heaters, the writer of the accompanying article points out. Oil-burning devices, slowly displacing the use of coal as fuel, are more and more, he says, being installed in homes, office buildings, hotels, schools, churches, hospitals, greenhouses, garages, filling stations, laundries, kilns, small factories and retail stores.

The right kind of salesmanship on the part of the warehouseman to the manufacturer of oil heaters—and there are a hundred or more such makers in the field—may create new accounts without the necessity of stooping to stealing the other fellow's business!

The eleventh of this series of "New Business" articles will appear in an early issue.

A Safe Fuel

FUEL oil, of many grades, is used for oil heating. Fuel oil is a thick, heavy, slow-flowing liquid. Throw a lighted match into a barrel of cold fuel oil and the match will go out. It cannot be ignited when cold; it cannot explode; it is not inflammable until heated and vaporized.

Fuel oil is, therefore, a safe domestic fuel when properly installed. For this reason the insurance rates are not increased where an approved oil burner is used and is properly set up.

So common has become the use of this competitor of coal that many cities have adopted ordinances to regulate installing the equipment, as also have a few of the States.

The fire insurance underwriting boards require that any oil-heating device, designed to be operated in the absence of an attendant, must be equipped with an automatic shut-off in the oil-supply line such as to prevent the flooding or the operation of the burner in the event that the flame is extinguished. It is usual to locate the storage tank so that the top of the tank is below the level of the burner's base.

Every oil burner of importance bears the stamp of approval from the various underwriters' inspection bureaus and laboratories, and, of course, it would be futile to try to market a device which lacked this approval.

Servicing Essential

THE oil heater is, however, a piece of machinery more or less complicated according to the design of the individual make. It is probable that the necessity of some service will always exist, as with radio and electric refrigerators and motor cars. Periodic inspection and cleaning are required, for the tiniest particle of dirt may clog the flow of oil through the vaporizer, precisely as dirt will prevent proper operation of the carburetor on an automobile.

Probably there never was a mechanical device that would operate forever without attention; even the finest watch must be serviced at regular intervals. The better makers of oil heaters have been, accordingly, honest with their patrons in telling that the oil heater is a "service and not a mechanism," or in "assuming the responsibility of furnishing you with satisfactory heating service."

The initial installation is highly important. For this reason, more than any other, the expansion of domestic oil heating has been slow. The oil heater is unlike a hot-air furnace, which may be

purchased of any hardware store or tinsmith, or even through the mail-order houses, the whole being so simple that a carpenter can erect, or the owner himself for that matter.

One manufacturer of oil heaters declares:

"Every man who installs and services one of our heaters is fully trained in his work. Each dealer is required, as a part of his contract with us, to complete a full course of instruction at the factory school under the direct supervision of the engineers who designed the burner. Each dealer must know every point in relation to its construction, its operation, and the most satisfactory methods and conditions under which it must be installed."

Another maker, with national reputation as a manufacturer of automobile axles and bearings, makes the statement that:

"We assume absolutely all responsibility for proper installation. Factory trained men will install the machine, regulate it, and see that it operates perfectly."

Another prominent maker of the new device maintains that each of his agents "must be familiar with heating problems or have an engineer in his organization who is"; and, further, that he "must devote his entire time for the sale of our burner or must establish a separate department of his business for that purpose."

One of the first companies in this field advertises that it has "authorized dealers in every city and town of importance in the United States and Canada."

Another claims to have "dealers everywhere."

Nevertheless, one of these same two concerns states personally:

"While we would like to accommodate everyone desiring one of our burners, we do not believe that any manufacturer of oil burners should extend sales faster than they can follow with expert local dealer representation, supervision and service, or that any individual should purchase a burner not so represented. We believe that anyone with an oil burner installed in his home would naturally want to feel that dependable service was constantly available.

"Inasmuch as the demand for our oil burners in territory already established is taxing our factory capacity to the limit, we have decided to open up no new territory for the present. Of course we expect to grow in a manner consistent with the foregoing policy and in the interests of our users."

Not Mushroom Growth

SOUND sense that. Coming, as it does, from a leading maker whose reputation is world famous as a manufacturer of automotive goods, the conclusion is inevitable that domestic oil heating will grow permanently rather than in mushroom manner. When manufacturers are willing to forego immediate profits for the sake of the ultimate good of the industy, the industry is sure to thrive.

Nor does this statement stand alone. Another maker of equal, if not higher, commercial standing makes this remark:

"Our limited selling areas at present are accounted for by our rigid policy, which provides that the service facilities shall at all points parallel the sales work, and, of course, our service men must be thoroughly schooled and trained for their duties. This means slower progress but assured satisfaction to our customers."

Yet another describes its policy as being:

"We prefer to sell burners only through authorized dealers who can render prompt service. An automatic heating machine is more satisfactory when a near-by distributor is interested in seeing that the performance is perfect, and he makes it a point to become thoroughly trained in the work."

Heaters for Storage

AN industry whose leaders follow business policies of this sort is certain to be stable. Though today in its infancy, domestic oil heating is here to stay; the coal man may storm, or he may ridicule the new competitor, but he cannot forestall its development. "Convenience is beyond price," and nowhere will this truth apply more forcibly than in domestic heating.

The manufacturers, therefore, will be warranted in making up their heaters in advance of demand—and warehousing the goods.

Thus will evenness of factory operation be promoted. Thus will greatest manufacturing profits be made.

Oil heaters are designed to be attached to the present furnace or boiler of whatever type. The equipment requires the following parts:

1. Fire brick or similar protective lining for the present firepot.
2. A stack control, or "shunt box," to be mounted on the smokestack (used by some but not all manufacturers).
3. Tank for storage of oil, generally installed outside the house in the familiar manner of underground construction used at filling stations. These tanks are of 250 to 1500 gallons in capacity, the ordinary size being about 500 gallons, although some cities now permit storage to a maximum of 1500 gallons (greater for buildings where an attendant is constantly in control of the heater).
4. The sump or base of steel or cast iron, upon which the moving parts of the heater are mounted for rigidity. The sump usually provides some sort of receptacle for drainage of oil leakages.
5. The electric motor, which ranges from ¼ hp. to 2 hp. for domestic units.
6. The electric transformer (not always necessary) for changing electric current to the proper voltage and phase.
7. Safety switch and automatic switches for protection against accident and for automatic control of the equipment.
8. Relay and starting switches and devices.
9. The oil pump.
10. The ignition system (either gas or electricity) with appropriate valves and controls.
11. The atomizer for breaking up the oil and mixing with right proportion of air before it enters the combustion chamber.
12. The blower or fan, driven by the motor (by some makers this also supplants the pump unit).
13. The thermostat for temperature control, this being an integral part of all the leading makes of oil heaters. One advantage of oil for house heating is the possibility of perfect temperature control, a feature not overlooked by proponents of the system. A portion of the guarantee covers this feature, worded by one manufacturer as follows: "We guarantee our oil burner to maintain a more even temperature, and higher temperature if desired, than is possible with the use of any solid fuel."

Not every manufacturer uses every one of these units, for, of course, their designs follow slightly differing principles, yet this schedule gives the warehouseman some idea of the parts that enter oil-heater construction.

The warehouseman will also be interested to know that a domestic heater, when crated for shipment, bulks to a size of 80 to 120 cubic feet. The weight runs from 175 pounds to about 600 pounds. The list price, installed, of course, ranges from about $350 to $900; $350 is low for an average of the smaller sizes, $450 to $500 being a fairer average quotation for even the smallest domestic units as made by the better manufacturers.

Prospective Business

FORTY or fifty manufacturers are of importance in this industry, with about one hundred in the field, as shown by the trade lists. The warehouseman who desires his share of this storing should approach those manufacturers who are already represented in his territory, particularly those who do local advertising.

With each of them there is the usual problem of maintaining a spot stock for the benefit of his local agencies, that problem being simple in this case because the dollars per sale run into large totals.

The local dealer cannot be expected to stock an item of such value, especially when each maker has usually five standard domestic sizes, some of them twice this number.

The alert warehouseman can also bring oil heaters to the attention of concerns in his territory which would make worthy agencies for the manufacturers. One of their difficulties is to find the right type of local representation, and several of them have stated that they will pay reasonably for aid in this particular.

Domestic sizes are not the only capacities. Larger units are used for apartment houses and office buildings, hotels and schools and churches and hospitals—of each of which hundreds of installations are today in operation.

There is also a growing use for greenhouses, garages, filling stations, laundries, kilns, small factories and retail stores.

Making a Hobby Pay as an Advertisement

How Turner's "Tiny Town," Built Along a Little Mountain Stream, Attracts Business for a Denver Warehouse Company

By WILLIS H. PARKER

FIVE years ago George E. Turner, president of the Turner Moving & Storage Co., Denver, had constructed out of a few packing boxes, models of houses and building blocks, and these he set up along a little mountain stream in Turkey Creek Canon, twenty miles from Denver, beside an automobile road which was patronized by hundreds of automobilists visiting the mountains.

This was close to his summer home. It was the beginning of Tiny Town, which has become exceptionally well known in the Rocky Mountain region and is today one of the Turner company's best advertisements.

From a small beginning which was designed largely for the pleasure of a little daughter, Tiny Town has grown to considerable proportions. While the entire town does not occupy more than a city block of space, there are scores of little buildings representing residences, business blocks, industrial establishments, a church—and even a saloon!

It has its main street, and its parks with their ponds which were created by damming a portion of the little mountain stream. It has its church, school house and railroad station. Best of all, from Mr. Turner's standpoint, it has a model of his giant warehouse, with its familiar hemispheres on the side of the building emblematic of his slogan, "The World Moves, So Does Turner."

The buildings are constructed for permanency and, while small, are large enough to show up at considerable advantage to the tourists and visitors who pass by. A two-story building is about the height of the average man. On the hillsides behind Tiny Town are the models of mining camps and their mills.

Tiny Town has become Mr. Turner's hobby. And while it was designed more for a hobby it has developed into a wonderful advertising scheme.

ALL authorities on advertising admit that it is much more effective if the prospect reads the advertising or gets the advertising message when he is at leisure than when he is busy with his work. Mr. Turner is looked upon as one of the most brilliant advertising men in Denver. Ever since he has been in business he has "startled the natives," as it were, with clever advertising slogans and methods. But it is obvious that in a city, where men and women are struggling at ferocious speed to gain business success, they do not take time fully to digest the advertising offered them by the business men of the community.

Of the thousands of people who see Turner's advertisements in the papers, out-of-doors, and on his buildings in the city, the percentage of those who actually digest the message is small. They are too busy with their own thoughts and their own endeavors to permit the advertising to "soak in." On Sunday afternoon and holiday visits to the mountains, Denver folks are more at leisure. Should they motor up Turkey Creek on good roads, as they generally are, they seldom hurry by Tiny Town.

RARELY does a warehouseman, visiting Denver, leave the city without inspecting Tiny Town, George E. Turner's hobby and his best advertising medium. It is one of the show spots of Colorado, and many thousands of tourists pause there in a year's time. It will be recalled that Tiny Town furnished entertainment for the delegates to the Denver convention of the old Central Warehousemen's Club several years ago.

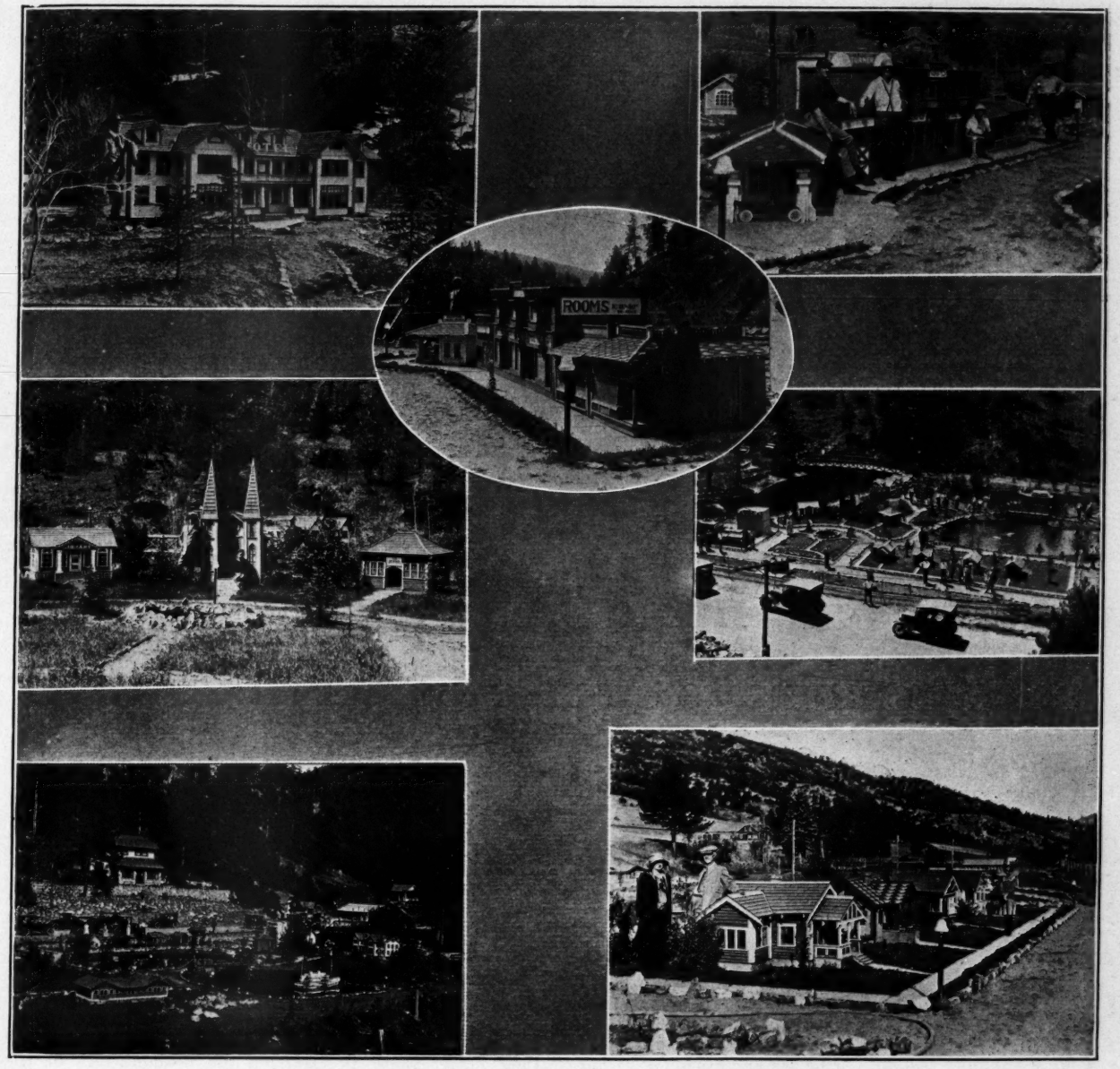
Tiny Town builds business for the Turner Moving & Storage Co., as here explained by Mr. Parker. On the opposite page are some views of this toy village.

It is such an interesting place that they feel tempted to stop and view it all in detail. This is especially true if there are children in the family. Their minds are free to "digest" all that they see in Tiny Town, and they receive the message with pleasure. The model of Turner's warehouse and the reproduction miniature of its advertising contents seize the imagination. "The World Moves, So Does Turner," and "Turner Moves For Less, Why Pay More?" are much more indelibly impressed on their minds when they see these slogans in Tiny Town than when they see them in the city.

Even if they did not at first know who was responsible for this beautiful little spot in the hills, they naturally would inquire, and it would not take long for them to determine that George E. Turner, of the Turner Moving & Storage Co., was the man who was responsible for all of this lovely contribution to their pleasure.

The place is large enough to permit visitors to walk about Tiny Town and

A Colorado Toy Village



Here are some views of George E. Turner's hobby—"Tiny Town," which, located in Turkey Creek Canyon, twenty miles outside of Denver, serves as an advertisement for its owner's moving and storage business

closely scrutinize the little homes and other buildings. And many are the families who spend several hours at the place on a supposedly brief stop in the mountains.

Therefore we can safely say that the percentage of those who receive the advertising message through Tiny Town is greater than the percentage of those who receive it from the advertising supplied in the city. Scores of new customers have been received by this firm through Tiny Town. Seldom does a person come to the office of the firm in the city without mentioning something about Tiny Town.

Tiny Town cost considerable money to construct and maintain, but it provides a little recreation for Mr. Turner—and besides all that, it is one of his best advertising plans.



To the left, interior of loading station of the Bay Cities Transportation Co., on the Clay Street Dock, Oakland, Cal. In the foreground is an electric truck handling a platform loaded and ready for a barge. More than twenty different commodities are shown in this one view. On some occasions as many as forty-two varieties have been counted passing through this distribution station in one day. To the right, above, lift trucks handling transformers weighing 5000 pounds each from the dock house floor to a barge, where the platform is deposited in the barge house, to be picked up on the other side of San Francisco Bay by similar lift trucks. The other view at the right shows an electric lift truck placing a cargo of flour in the barge house on one of the Bay Cities company's craft. These platforms are removed by similar machines at destination

Warehouse, Barge, Truck and Machinery Combine to Handle Commodities on San Francisco Waterfront

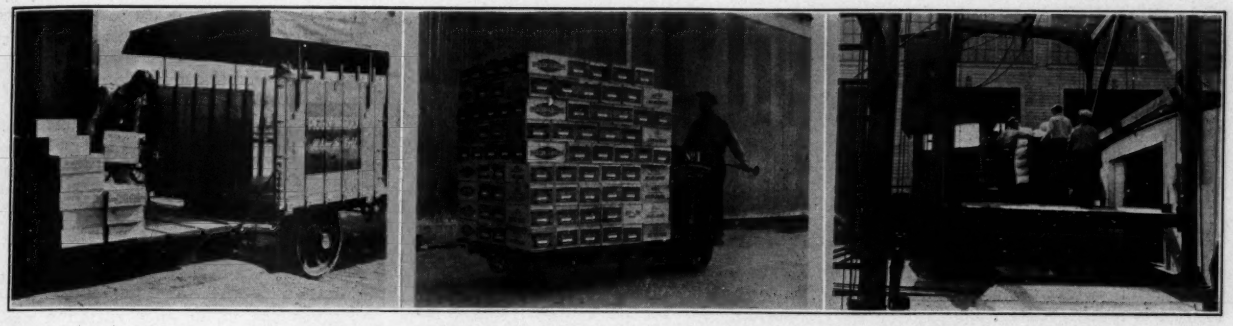
How Bay Cities Transportation Co. Moves Goods at Golden Gate Is Told

By H. H. DUNN

BARGING always has been considered a slow method of handling freight, but by the application of modern mechanical means of cargo-moving, and a carefully conducted system of operation, the Bay Cities Transportation Co. has made it far more successful on San Francisco Bay than the transfer of merchandise by means of motor trucks carried across on the regular automobile ferries. Al T. Gibson, president of the Lawrence Warehouse Co., San Francisco, is president of the Bay Cities Transportation Co. and J. J. Lankin is general manager. Thus, in connection with his warehousing interests, Mr. Gibson has an efficient transportation company serving all points on this great bay and its tributary rivers.

The distance from Pier No. 5, on the San Francisco waterfront, the landing place of the barge fleet, to the Clay Street Dock, in Oakland, the headquarters of the Bay Cities company, is seven miles, all deep water. This route cuts directly across the main traffic and ferry lanes of San Francisco Bay, the most heavily traveled inland waterway on the western coast. The barges make this distance in an hour and a quarter to an hour and a half, and the slogan of the Bay Cities company is "twice a day we bridge the bay."

This barge fleet has been found so much more efficient, at less cost to the customer, than trucks carried on ferries, that 200,000 tons of merchandise, valued at more than $100,000,000 are transported back and forth in this manner every year.



Left—A motor truck backs up to receive a load direct from the platform of an electric lift truck at plant of Lawrence Warehouse Co. Center—More than 150 cases of California canned fruits being transferred—by an Elwell-Parker electric lift truck—from warehouse to barge for transportation across San Francisco Bay. Right—Up goes the platform of the marine elevator of a barge—and off goes a load of flour at dock level, regardless of tide height

MODERN equipment on docks and barges is given credit by Mr. Lankin for the ability and efficiency of the fleet in handling this large cargo. Second to this, he credits the contentment and satisfaction of the one hundred or more employees with their jobs and their pay. Men who have been with the Bay Cities for twelve or thirteen years are still working on the docks and barges, while workers who have been there four and five years are common. The labor turnover is almost nothing, and credit for this condition is given by Mr. Lankin to the fact that the men prefer to work with the modern mechanical equipment provided both on the water and shore side.

The fleet consists of nine barges and three tugs. To get the latter out of the way, let me say that the towing outfit is composed of tugs with Diesel engines of 150, 125 and 100 horsepower. Incidentally the great majority of towboats on the bays and rivers of the Pacific Coast are being, or have been, converted to Diesel power, while the greater number of new towboats now being built are having Diesels as the original power plants.



Electric platform truck loaded and on dock, ready to lay down its platform in barge house at rear. At right is J. J. Lankin, general manager of the Bay Cities Transportation Co.

The capacity of the Bay Cities' fleet is 2000 tons daily. They maintain two regular scheduled passages across the bay every day, except Sunday, and in addition run a night-and-day service between docks all the time, meeting any and all steamships. The Bay Cities company is a public-utility corporation, operating under the jurisdiction of the California State Railroad Commission, by which its rates are established. Aside from its assistance to the warehousing industry in this section, there are several features which make it distinctive from other distribution companies.

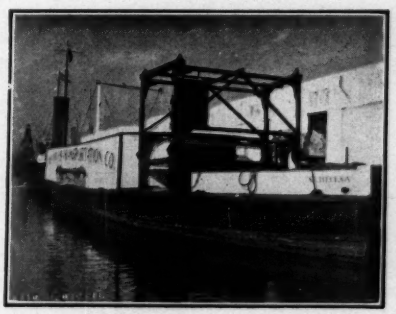
Three of the barges are especially equipped to work with lift trucks, of which more later. On each of these three barges has been installed a 5-ton Barlow-Colby marine elevator, with power supplied by a Fordson tractor engine in the hold of the barge. Control is by one man, in a crow's-nest on one of the standards of the elevator. The large platform of the elevator, which extends the complete width of the barge forward of the deck-house, receives the electric lift trucks, either from the pier or from the barge-house aft, and lifts or lowers them either to the barge house or to the pier, depending on the stage of the tide with relation to the dock floor.

Direct Loading

Coordinating with these barges, both on Pier 5, San Francisco, and on the Clay Street Dock, Oakland, is a fleet of Elwell-Parker electric-lift trucks, handling platforms, each truck and platform having a capacity of 2 tons and each operated entirely by one man.

This combination of barges, barge elevators and lift trucks enables one Bay Cities' craft to make three cross-bay round trips where only one was possible under the old system of hand trucks and running boards. Barges can be loaded direct from the dock or unloaded direct onto the dock with equal facility. With the elevator located forward of the barge house it is possible to lay the barge in between two deep-water steamships berthed at the same pier, and bridge across from dock to barge. Freight thus can be handled either way between dock and barge. The saving in time of standby waiting for ship or tide very soon compensates for the cost of the elevators.

On the landward side of the docks or warehouses the electric truck carries its platform direct to freight car or to motor truck, as desired, or leaves the cargo standing on the platform in the warehouse. A barge cargo intended for immediate distribution at either end of the line is pulled out of the barge house, platform by platform, and taken direct to the waiting trucks or freight car, on the land side of the dock, without loss of time and without rehandling. All the merchandise is, of course, left on the truck platforms, in the barge house, when the barge is loaded, to be picked up by similar electric lift trucks at the barge's destination on the other side of the bay.



A Barlow-Colby 5-ton marine elevator on barge—showing method of bringing platform of canned goods, by electric lift truck, from warehouse to deck of barge

"In addition to greater speed and convenience," to quote Mr. Lankin, "there are many indirect economies in the use of these trucks, and in their combination with the marine elevators on the barges. Breakage claims, for example, are reduced to a minimum, as there is practically no handling of the goods except in quantity on the platform. Better working conditions for the stevedores make for larger output per man and for

greater contentment with their jobs. The entire schedule of freight movement is speeded up more than 100 per cent beyond that possible with hand trucks and running boards. All equipment is kept on a productive basis for a much greater proportion of the operating time. This increases the tonnage which can be handled and materially improves the position of the operating company. The expense of these improved mechanical methods of operation is no greater to the shipper than under the old hand truck, running-board system, and his satisfaction with prompt and efficient service is much greater.

"The Bay Cities Transportation Company is to the steamship lines what the motor truck is to the railroads. The steamship companies cannot put a ship across the bay for a small tonnage, but we can pick up that tonnage and deliver it on the dock, all ready to be loaded into the ship, either in San Francisco or Oakland, in less time, and at greatly lower expense, than the steamship possibly could pick it up for herself. And, while merchandise loaded on a steamship is one-way cargo, we are handling it two ways every twenty-four hours. The proof of the success of this method of barge operation is that the volume of cargo we carry has tripled in five years, and is continuing to grow in proportion to the increase in the industrial development of the cities between which we operate. So far as I know, this combination of electric lift trucks, movable platforms and marine elevators on barges is the only one of its kind in use in the United States, and we have found it to be one of the greatest, if not the greatest, factors in the development of our business."

The most modern of equipment also is used in the Lawrence company's warehouses on both sides of San Francisco Bay, and the new $500,000 terminal of this corporation, work on which has been started in Oakland, will contain not only movable but the latest built-in equipment for the movement of merchandise in bulk, with a minimum of handling by workmen.

The service of the Bay Cities company, assisted by the motor truck service maintained by the Lawrence Warehouse Co., gives the latter corporation a material advantage in filling orders from customers around and across San Francisco Bay in particular, and on the whole Pacific Coast in general.

The Telephone, Rightly Used, Can Be Made to Stimulate Business

How the System of the Weicker Co. Operates in Denver Is Explained

By WILLIS H. PARKER

SCORES of businesses find that the telephone is a mighty medium for increasing patronage, but rarely does the warehouseman consider that the instrument can be adapted to his uses as a trade-getter—perhaps for the reason that he is not cognizant of who is going to move or when. Like direct mail advertising, which is wasteful if sent promiscuously to all persons except in large cities, where leases expire simultaneously for thousands of residents, the plan of placing a couple of girls at the telephones and having them communicate with everyone in the local directory regarding the firm's ability to give extreme satisfaction in transfer or storage service—it just doesn't work.

But the telephone can be made a business-building factor in the success of such a business. Some storage executives are using it, but do not give it credit for being of much assistance. And, because they fail to see this, they probably are not taking the full advantage of their opportunities.

There are several ways to get benefit out of the telephone, and here are some of them:

1. A good telephone system enables those who are in need of transfer or storage services to reach the company and the proper authority to place the order.

2. Many of the tips that a warehouse company obtains on prospective customers come in by telephone from friends either of the company itself or of officers or employees of the firm.

3. Running down tips by arranging for personal interviews.

THE advantage of a good telephone system in the first instance is obvious. There must be enough telephones in the company's office to take care of several calls at one time, and the persons answering those 'phones must be salesmen enough to clinch the job and prevent the prospect from possibly making an inquiry only and then giving the business to some other company. This salesmanship consists of prompt answering of the telephone, thereby saving the prospect's time, and a pleasing personality and voice which will not grate on the prospect's sensibilities. (Some of these folks who move are rather temperamental, to say the least.) Then there must be intelligent replies to the prospect's inquiries, and, if the party answering the 'phone doesn't know, he or she should switch the prospect to some one who does know, and do it quickly. There should be as little delay as possible in connecting the prospect with the proper party, for such delays are irritating to the customer.

It is to be admitted that as a general rule the warehouseman can get no business unless the customer is in the market for moving or storage service. He cannot create a demand in the same manner that a department store can put on a big sale and create business by reducing prices. If a person is not figuring on moving, reduced prices will not cause him to move.

But every warehouseman has friends who hear that so-and-so is figuring on moving, and such tips can often be followed up and result in business. More than 90 per cent of such tips come in

by telephone, and, as in the first instance, there must be sufficient telephone service to enable the friend to get the information to you in the quickest possible time. There are two reasons:

"Line's Busy"

The first is that the tip may come to the friend when he is extremely busy and he cannot afford to give of his valuable time by delays occasioned by "Line's busy," or failure on the part of the office organization to answer the 'phone promptly. Perhaps he heard that his neighbor was moving to California or Florida while he was watering the lawn before breakfast. He calls just before he rushes to his own office. If the line is busy, or if the call is not answered quickly, he may have to forego the tip until he reaches the office, where, because of the pressure of business when he arrives, he may forget all about it.

Secondly, in the meantime a friend of some other warehouseman may have tipped him off, and he may clinch the job before you know anything about it. Or the prospect may himself telephone to some other storage company to come and do the work.

Now comes the third use of the telephone—and this is where the Weicker Storage & Transfer Co., Denver, gets fullest reward for telephone effort.

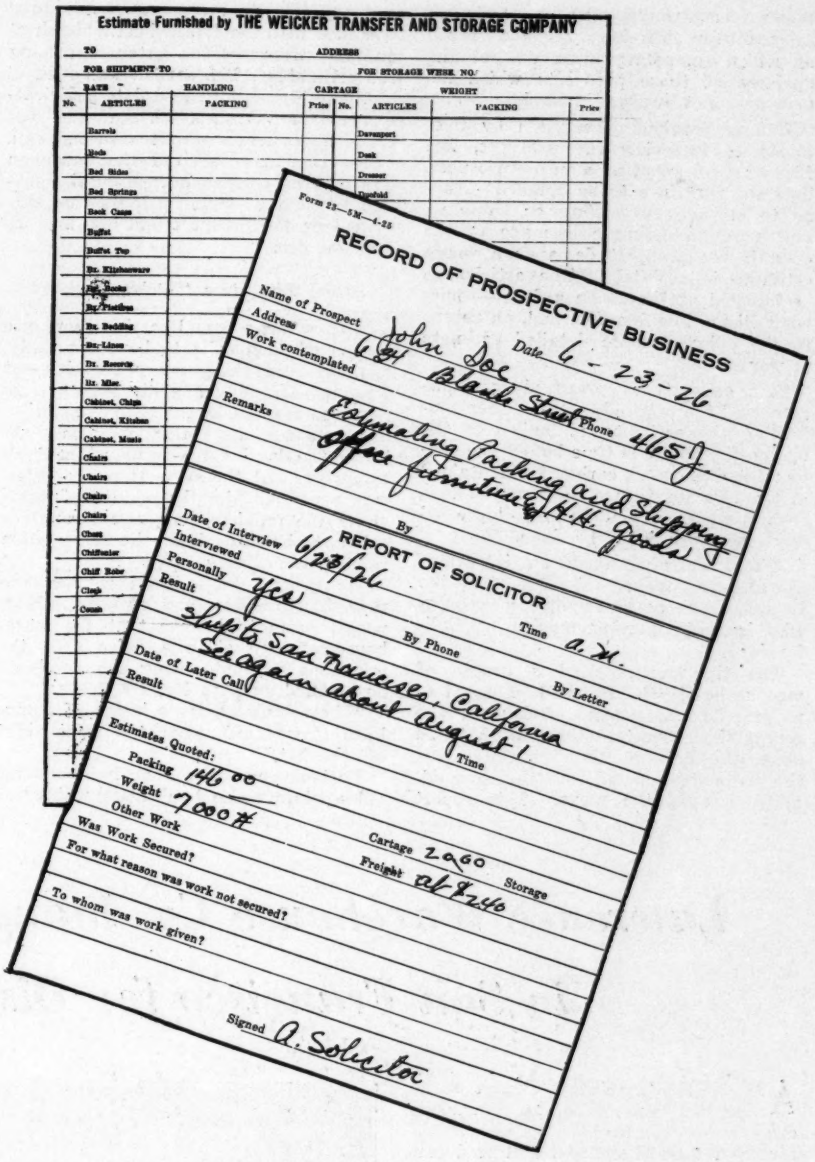
The main offices and warehouses of the company are located in the heart of the industrial and warehouse district of Denver. Two or three miles from the main office is the new building for household goods storage, known as the Colfax and Vine Depository—a mammoth structure of beautiful architecture and situated in one of Denver's main residential districts. This building is in charge of Erwin G. May, who is a sort of commercial agent in charge of moving and storing of household goods. He has a staff of workers who run down tips and seek additional business. All telephone calls regarding moving and storage come to his office. Any tips that may come to the main office are forwarded to him.

As soon as a tip has been received, Mr. May, or one of his assistants, telephones the prospect concerning the proposed move and arranges for a personal call by one of the salesmen, to better discuss moving and storage and to be better able to make an estimate on the cost of the job by seeing the goods to be handled. It is seldom that good salesmanship over the telephone fails to gain permission to make a personal call.

Any inquiry that a prospect makes by telephone is carefully registered and every effort is made on that first telephone call to obtain the prospect's name and address, and, if a personal call cannot be arranged at that time, the prospect is telephoned later and permission obtained if practical for the interview.

To facilitate handling these telephone calls the company has a branch exchange with ten trunk lines. Two branch lines connect the Colfax and Vine Depository and Mr. May with the main office and two of the 'phones at the main office may be used to answer inquiries and receive tips on moving and storage of household goods; for, in the busy season, it often happens that there may be as many as four calls at one time. As far as possible the two 'phones at the Depository are kept open for incoming calls. A third 'phone, connected directly with "central," is used for all outgoing calls. Instant service on the 'phone is the rule.

As an indication of how well this system works, the records show that of the more than 90 per cent of tips and inquiries coming in by telephone, two-thirds of them result in business for the company!



Estimate Furnished by THE WEICKER TRANSFER AND STORAGE COMPANY

TO ADDRESS

FOR SHIPMENT TO FOR STORAGE WHSE. NO.

DATE HANDLING CARTAGE WEIGHT

No.	ARTICLES	PACKING	Price	No.	ARTICLES	PACKING	Price
	Barrels				Davenport		
	Beds				Desk		
	Bed Sides				Dresser		
	Bed Springs				Garfold		
	Book Cases						
	Buffet						
	Buffet Top						
	Bx. Kitchenware						
	Bx. Books						
	Bx. Pictures						
	Bx. Bedding						
	Bx. Linen						
	Bx. Records						
	Bx. Misc.						
	Cabinet, China						
	Cabinet, Kitchen						
	Cabinet, Music						
	Chairs						
	Chairs						
	Chairs						
	Chairs						
	Chest						
	Chiffonier						
	Chiff. Robe						
	Clock						
	Couch						

Form 23—5M—4-25

RECORD OF PROSPECTIVE BUSINESS

Name of Prospect John Doe Date 6-23-26

Address 629 Blank Street Phone 4651 J.

Work contemplated Estimating Packing and Shipping Office furniture & H.H. goods

Remarks

By

REPORT OF SOLICITOR

Date of Interview 6/23/26

Interviewed Personally Yes By Phone By Letter

Result Time a.m.

Ship to San Francisco, California

Date of Later Call See again about August 1

Result Time

Estimates Quoted:

Packing 146 00

Weight 7000#

Other Work

Was Work Secured? Cartage 2060 Storage

For what reason was work not secured? Freight at 2#46

To whom was work given?

Signed A. Solicitor

Above—Type of estimating form used by Weicker Storage & Transfer Co., Denver. Below—The Weicker firm's "Record of Prospective Business" form

There is no guess work about these figures, as a detailed record of prospective business is maintained and every three months the figures are compiled and percentages are obtained as to the efficiency of the method. If the number of tips or inquiries which resulted in business for nobody is considered, the percentage of results of this method will run closer to 75 per cent, for the records show that, of the remaining one-third of the prospects which the Weicker company lost, one-third of them did not pan out for anyone—the prospect either deciding to rent his house furnished or to sell his furniture, or changing his mind entirely about making a move at that time. The better to check up on the

Weicker company's own methods of salesmanship, Mr. May keeps a record of which competing firms do get the business of those prospects which his firm does not succeed in landing.

Having obtained permission by telephone to interview the prospect, Mr. May or a salesman calls on the prospect, lists the furniture to be handled, either as to storage or moving or shipping, and a rough estimate is made of the cost, if the prospect demands a rough estimate immediately. The articles to be handled are listed on a form—somewhat like a laundry slip, and, on return to the office, a more detailed estimate is worked out.

This estimate is prepared in duplicate; and the original, with a letter confirming the estimate, is mailed to the prospect, if there is time before the contemplated move. A carbon is maintained in the files for future reference in case several weeks or months may elapse before the work is to be done.

After returning from an interview, the salesman makes out a report on the results. Take as an example, a prospect who is contemplating moving to California:

The tip was received a couple of months before the prospect expected to move. The salesman listed upon the report the character of the work to be done, the date of the first interview, the estimates quoted and the approximate date of the move. This report was made in duplicate and the original was filed with the detailed estimate sheet and the carbon of the letter confirming the estimates. The carbon was filed in the date "tickler" under a date sufficiently near the day on which the work was to be done, as to permit a second call. When that date arrived the salesman dug out the correspondence on the subject and made it his business that day to call on the prospect and endeavor to land the job.

The Date "Tickler"

With a large firm like this there are dozens of such calls to be made daily, and the first thing every morning—at 7 a. m.—Mr. May and his salesmen go over the records in the date "tickler"—and consider any other inquiries, obtained the day before—to plan that day's campaign. At the same time the salesmen report to him the results of interviews the previous day, and if another call is to be made later the information is filed accordingly.

The general public has a peculiar idea regarding moving and storage. Most people seem to believe that the warehouseman can state a price over the telephone without seeing the goods to be handled, and, as Mr. May says:

"They think we are a bunch of dumbbells if we can't state the price right off the bat."

Furthermore, two men in the same office might make two entirely different guesses on costs on these telephone inquiries. And to be in a better position to make estimates and do it quickly, Mr. May has compiled sets of cost figures, by room, by piece, by weight and cubic foot capacity, for moving, packing, shipping and storage, and these figures are based on averages obtained from the old records of such work, with a minimum and maximum price which varies only a dollar or two. If a prospect 'phones in for an estimate, any one in the office may turn to the book and make an estimate without much guess work, and it will come pretty close to hitting the exact figures.

In case the prospect is one of these shoppers-around and calls up again to verify the figures and another person answers the phone, reference to the tables in the book enables him to give the same figure as was given on the first call. This saves a lot of argument, explanation, and refuting of other estimates—and the customer feels certain that the company knows its business. Also it increases the number of persons in the office who are capable of making estimates on moving and storage costs, and eliminates some delays in connecting the 'phone caller with the proper party.

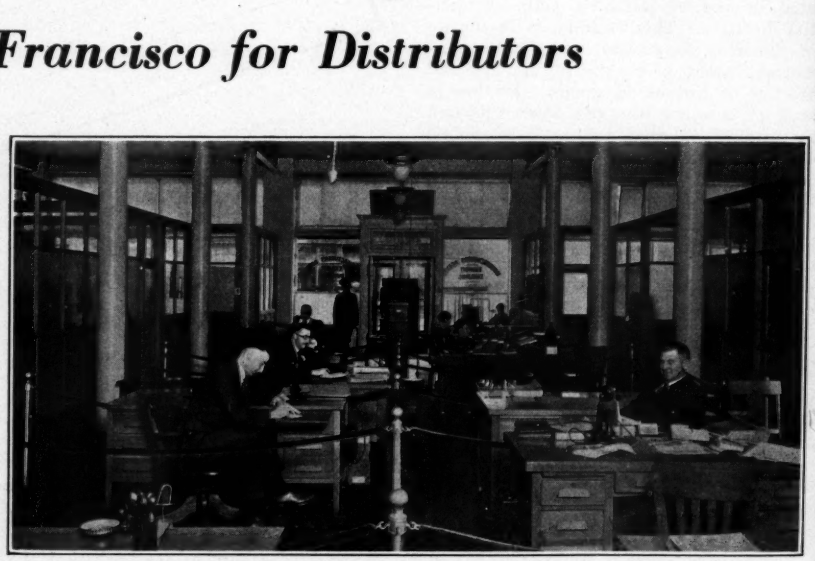
Thus the telephone and its proper use has proven, for the Weicker company, an exceptionally good medium to ring the cash register.

Lawrence Warehouse Co. Inaugurates Services in San Francisco for Distributors

A MANUFACTURERS' exhibit building has been opened in San Francisco by the Lawrence Warehouse Co. for the benefit of shippers and producers trading in Coast and Oriental markets. The location, at Sacramento and Davis Streets, is such that manufacturers' agents which make use of the services are in the immediate vicinity of deep-water shipping and three trans-continental railroads and are within a few minutes' walk of the city's financial district.

In the structure office space is provided and telephone, stenographic, janitor, porter and watchman services are furnished. There is space for storage of stock, with display facilities, and a shipping service takes care of local deliveries by truck and of rail and water transportation to any point in Coast territory or to the Orient.

The building has four stories and a basement and is equipped for the public warehousing and distribution business. An enormous fireproof vault has special compartments assigned to various tenants, for storage of valuable records and other business information.



Scene in office of manufacturers' exhibit building which the Lawrence Warehouse Co. has opened in San Francisco

The Lawrence company issues warehouse receipts for stock stored in the building, placing manufacturers' agents in a position to make bank loans with the goods as collateral.

Household Goods Warehousing in the United States*

By CLARENCE A. ASPINWALL,
President Security Storage Co., Washington, D. C.

Chapter X

Estimating

THE question of estimating and method of doing packing work whether by contract, time and material or approximate estimates, has aroused a great deal of discussion at meetings of warehouse associations, and the opinion has been expressed by many warehousemen that the practice of giving approximate estimates should be condemned, as they claim that such evils as now exist in the packing and shipping department of household goods depositories grow out of this practice.

The evils that prevail to a great extent throughout the industry, in respect to the prices charged for packing and shipping, are more or less coupled with the practice, which has grown with the growth of warehouse associations, of sending shipments to corresponding warehouses with C. O. D. bill for packing and shipping. It is undoubtedly true that if the shipping warehouseman knew that he or his organization would have to collect the bill and entertain the protests and criticisms of his customer, he would be more exact in his preliminary arrangements. It is the fact that both the goods and the customer are going to a distant city and that the customer will have to pay the bill before he can get the shipping documents, and argue with the warehouseman who knows nothing about the circumstances and has no option in regard to the collection, that encourages to some degree, at least, the irregular practices in regard to estimating that now exist.

In the discussion of this matter more headway would be gained if it were realized that it was not the method pursued by the warehouseman, the contract price, or the time and material price, that is the difficulty so much as the use, or rather abuse, of the method employed by the individual warehouseman.

There are now three common practices in regard to packing and shipping jobs, and each one of these methods is now practised by depositories of the highest repute and where each of the methods is followed by a house of high ideals with complete honesty and frankness it has been found to work satisfactorily, not only to the depository but to the customer as well and, *per contra* each of the methods applied by warehousemen of low ethical standards or carelessly is found to work to the dissatisfaction of the customers and corresponding warehousemen.

The fundamental difficulty, therefore, is not the flat price, the approximate estimate, or the time and material price, but how the system is applied. In other words, it is a matter of fundamental honesty and fair dealing.

THE contract or flat price system has much to recommend it and it is preferred and used by some of the oldest household goods depositories whose standards of workmanship and ethical standards alike are of the highest.

It is unquestionably a fair method to both the warehouseman and the customer, where the competition is fair and the standards of workmanship equal.

But inasmuch as there are as yet no standard specifications for packing work, a comparison of prices between warehouses having different standards of packing is unfair. With all the improved knowledge of the cost of packing various articles, estimating is still somewhat a gamble and even within the narrow limits of 10 per cent, which margin has been put forth as the extent of the proper limit of variation from accurate price to estimated price, one customer will pay more for his work than another.

Most experienced warehousemen will be ready to admit that the variation of the packing price in 90 per cent of the cases is below the actual cost and not above it. It has been observed, also, that the variation is greater in the dull seasons when work is scarce than in the busy seasons when it is plentiful. This is not to be wondered at, for it is hardly possible for the estimator, be he proprietor or only an employee on salary, not to be influenced, consciously or subconsciously, when estimating on a job of considerable size, by the state of business at the time.

While his cost accounting figures may show the warehouseman that his profits from the packing department for the year are only 5 or 10 per cent, yet he knows perfectly well that his profits on a job in February, let us say, when he has twice as many packers on the payroll as he has need for, will be nearly 100 per cent at regular prices (not taking account of overhead, rent charged for packing room, etc., which will be just the same whether or not he get this particular job), and that if he makes a 25 per cent cut in his estimate he will still have a comfortable margin of profit on that particular job.

To a sensitive warehouseman, therefore, the contract price system presents the objection that his prices are not absolutely uniform, the same to all alike, and that the persons who get the benefit of the lowest price, no matter how slight the shading in price may be, are not the customers who give him their work without asking for his price, because of their confidence in him, and his personal friends who do the same, but the persons who shop around and make as shrewd a bargain as possible.

Another objection to this plan, which applies equally to that of approximate estimating, is the cost entailed by maintaining an estimator of proper experience, appearance and address adequately to represent the institution, and an automobile to carry him about. This figure is an appreciable percentage of the gross profits of the packing department and a figure often approaching, and sometimes exceeding, the net profit.

The time and material basis can be

*Copyright by the author.

THE NATIONAL WAREHOUSES

2121 National Avenue
City and State

TO { Name 192
Address .....
City .....

We propose to furnish in a first-class manner services described below, subject to the following conditions:

The Company when transporting acts as a private carrier only, reserving the right to refuse any order for transportation, and in no event is a common carrier.

The Company shall be responsible for exercise of ordinary diligence and care; but not responsible for ordinary wear and tear in handling, nor for fragile articles injured or broken unless packed by its employees, and unpacked by them at time of delivery.

The Company will not be liable for loss or delay caused by labor troubles, riots, the elements and other causes beyond the control of the Company.

Intoxicating liquors will not be handled unless fully covered by proper Government permits.

The value of any one package and contents declared not to exceed $50.00; and of any one load not to exceed $2,000; upon which declared or agreed value the rates are based. The owner is given opportunity in acceptance below, to declare a higher valuation, without limitation, in case of loss or damage which would make the Company liable and to pay the higher rates based thereon. The rate for excess valuation is $.....

TERMS: BILLS FOR MOVING PAYABLE IN CASH—DRIVER WILL COLLECT

On goods to be shipped the company is authorized to collect all charges by sight draft attached to Bill of Lading through correspondents.

RATES

CARTAGE ..... $.....
PIANO ..... $.....
PACKING .....
..... $.....
DELIVERY TO FREIGHT STATION OF ..... $.....
..... $.....
..... $.....

THE FOLLOWING ENCLOSURES ARE PART OF THIS CONTRACT.
.....
.....

THE NATIONAL WAREHOUSES
Per .....

THE NATIONAL WAREHOUSES
City, State.

City 192

Gentlemen: I accept your proposal and the rates and conditions enumerated above.

Please call to pack on ..... 192 , and remove on 192

I declare excess valuations as follows: .....
.....

(SIGN HERE) .....

SHIPPING ORDER AND DECLARATION OF VALUE (To be used only when goods are to be shipped by Freight or Express)

SHIP TO (NAME) .....
.....
NUMBER STREET CITY STATE

BY EXPRESS (Prepaid / Collect) valued at $.....
Express Companies require the value to be declared on all Shipments

BY FREIGHT (Full Carload / Less Carload) at rate where value does not exceed ..... per pound
See Explanation of Freight Rates on Back

Secure Transit Insurance for me in the sum of $.....

You are authorized to use your own discretion in routing shipment, unless otherwise specifically instructed. If shipping orders or valuation orders are incomplete, you are authorized to supply such omissions.

SEND BILL OF LADING TO .....

(SIGN HERE) .....

An estimating form as prepared by division of standard forms of uniform methods committee of National Furniture Warehousemen's Association

used only by a house having a superior reputation, which necessarily must have been built up by long years of good work and fair dealings, unless there is a local agreement among all of the warehousemen in the community to operate on that principle. This method is absolutely fair and satisfactory if it is practised not only honestly but conscientiously. The customer who would turn over his work to the warehouse without asking his prices thereby expresses his confidence not only in the workmanship of the warehouseman's packing department, but in the judgment the warehouseman will use in his behalf, and the warehouseman who is thus trusted by this customer will go a little farther even than ordinary honesty. He will apply the principle of *noblesse oblige*.

If there is a doubt let him resolve that doubt in favor of the customer.

If there is a question of how the goods should be packed let him apply the Golden Rule.

In considering whether a given piece should be padded and wrapped or crated, he must be guided by the feeling of responsibility to his customer and neither take undue risks with his furniture nor his pocketbook. If, in using his best judgment and attempting to save his customer more money, by reducing the amount of packing, damage results, he should not be disturbed in pursuing this policy by the fact that his customer, in most cases, thinking the damage is due to lack of packing, claims recompense at his hands, and will not give him credit for saving him expense in packing.

The warehouseman must also have a knowledge of his costs and make his price list for labor and material in accordance therewith, allowing only a reasonable margin of profit, and in interpreting that word "reasonable" he should assume that he would have to justify it not only to himself but to some impartial critic.

The warehouseman who uses this system should also be chary about long hours and overwork, so that every hour's work charged for will be the best work the packers are capable of and not the slowed down or careless work of tired workmen.

The objections to this plan of operation, from the point of view of the warehouseman, are that some business is inevitably lost because some customers insist on a contract price, and that some customers, who have formed their own, and an erroneous, conception of what the work will cost, will be surprised and sometimes indignant when the bill is received.

This plan can also be used dishonestly or unfairly by warehousemen so inclined. Prices can be increased and inferior and unskilled workmen may be used at the price of skilled, and poor material at the price of the best.

The Adjective "Honest"

Where this system has been in successful use without the aid of an agreement among the warehousemen in the city, it is accompanied by the practice of giving approximate estimates over the telephone or at the warehouse office, upon lists submitted, and it has been found that estimates can be given in this way with no appreciable difference in accuracy from those given after inspection of the goods. Such estimates are given for information only and not submitted in competition, and competitive bids are not submitted at all.

The observation of the writer leads him to the firm conclusion that the warehousemen who have the least trouble with their customers over bills for packing are not the ones who follow the flat price system, nor the ones who follow the time and material system, but the ones who follow the Golden Rule.

The system is relatively unimportant, but how you use it is everything, and, until all warehousemen and their customers become not only honest but much more than honest, there will be trouble over this question.

We sometimes lose sight of the fact that the adjective "honest", in spite of what the grammar says, has degrees not only positive, comparative and superlative, but many intermediate shades. The warehouseman who permits practices in his estimating which you would not tolerate believes him to be, and probably is, in one sense, thoroughly honest, but he has not yet been educated up to the higher and the highest degrees of integrity.

It is claimed with considerable authority that, in estimating on the cost of packing, a skilled estimator should not fail by more than a margin of 10 per cent to calculate the exact cost of the job. It is argued that with a list of various articles of furniture which comprise the modern household establishment with the amount of material and

labor necessary to pack, each set opposite, which has been furnished by committees of the warehouse associations, there is no excuse for the estimator to make any considerable error in his calculations.

While the calculations that have been supplied are undoubtedly of great value, they do not make estimating as easy as A B C by any means.

If each article of furniture in the house was packed separately, estimating with these aids would be very simple; but it is customary to pack several articles in one crate from time to time, and the skill of the packers is shown in the proper combining of numerous articles in one package. It would be practically impossible for the estimator in going through a good sized establishment to tell just how the articles would be combined.

Three Stadards Suggested

Again it is sometimes found that, when the effects are brought to the packing room, large cases may be used instead of crates for furniture, and there is always the great question of the judgment of the packer as to how different articles should be packed for a particular journey. Even though Warehouseman A and Warehouseman B have prices exactly alike and packers equally skilled, yet their estimates and their costs of packing a particular job of goods may vary 10 to 20 per cent, because in the judgment of one more boxing and crating is thought necessary than in the judgment of the other.

It may be that some time a standard set of specifications for packing household effects will be worked out and that bids submitted will be accompanied by these specifications. If so, it will be well to have two and perhaps three standards for different kinds of goods.

Standard A—being for the best character of furniture—would call for thorough padding and wrapping and close crating.

Standard B—for medium class of furniture—would call for somewhat less thorough packing.

Standard C—for the cheaper furniture —would call for sketchy padding and wrapping and very light crating.

With such specifications, competitive bidding would be on a thorough basis; but, even so, where there is ignorance, where there is dishonesty, where there exist low standards of business ethics, there will still be complaints from the customers and discussion among the warehousemen on this vexed subject of estimating.

To estimate the amount of storage space, or the number of van loads, that a given lot of goods will require, it is helpful to know the average cubic displacement of the general run of furniture.

A study has been made of approximately one hundred lots of goods and as a result it has been found that, in lots of a van load and over, the average piece of furniture will require 14.8 cu. ft. of space. This includes all large articles in what might be termed "general run of the house" lots as handled by storage depositories. It does not take account of pictures, stools, rugs, satchels and articles of like bulk, as these articles if in no more than their fair proportion will be stored without expense of space in the interstices between pieces of furniture. It does include trunks, boxes, barrels, etc., in their usual proportion.

In the case of packed goods the analysis shows the average displacement to be 23.3 cu. ft.

These figures have been used as a guide in estimating for some time and have proved reasonably accurate. It should be said by way of caution that there will be greater variation from this in small lots than in large lots of several van loads. If, for instance, a dozen pieces of average living-room furniture with davenport, stuffed chairs, etc., were stacked it would be found that they would take up much more than 12 times 14.8 cu. ft. But if the balance of the furniture from the same house were added, together with the barrels of china and boxes of books, the average displacement would probably be found to be not more than 15 cu. ft., provided the furniture was of the usual modern style.

The average weight per cu. ft. of miscellaneous household goods of a good quality is 12.3 lb. Furniture alone will run 6 to 8 lb. per cu. ft.

The Southern Furniture Manufacturers' Association states "the average weight of general furniture mixtures in carloads is about 6 lb. per cu. ft. The range in wooden household furniture is from 3 lb. to about 15 lb. per cu. ft."

An eastern seaboard warehouseman gives the cost of crating furniture per pound (weight after packing) $.0328 and hauling $.0042.

The increase in bulk occasioned by crating will run to 40 per cent if all goods are crated. An increase of 1/3 or 33 1/3 per cent is usually allowed on

THE NATIONAL WAREHOUSES
2121 National Avenue
City and State

TO { Name 192
Address .....
City .....

We propose to furnish in a first-class manner services described below, subject to the following conditions:

The Company when transporting acts as a private carrier only, reserving the right to refuse any order for transportation, and in no event is a common carrier.

Storage subject to conditions named on Non-Negotiable Warehouse Receipt to be issued as follows:

The OWNER assumes ALL RISKS, and no Liability of any kind attaches to the Company for any loss or damage to said goods caused by moth, fire, rust or deterioration, Acts of God, or other causes beyond its control.

The responsibility of this Company for stored goods under the terms of this agreement only attaches in the case of fragile articles when such articles are packed by its employees and unpacked by them at the time of delivery.

The owner declares that the value of any article, piece, package or receptacle, including the contents thereof, packed, transported, received, handled or stored in this lot, does not exceed the sum of FIFTY DOLLARS, or the value of any one load does not exceed Two Thousand Dollars, upon which valuations the existing rates shown below have been based, and the owner, in consideration of said rates charged, hereby agrees that the liability of the company, for any cause which would make it liable in case of any loss or damage while said goods are in its possession, shall in no event exceed the sums so above declared, unless the owner declares a greater value in writing, and agrees to pay an additional charge of.....cents per month for each $100.00 or fraction thereof in excess of the $50.00 already declared, in which case the said liability of the company, for any cause which would make it liable, in case of loss or damage, shall not exceed the greater value so declared.

The notice of any change of address shall be given in writing, and acknowledged by the company, and no notice of such change shall be valid or binding against the company if given in any other manner.

The goods deposited will be delivered to the above-named owner, or to any other specified person on his or her behalf on presentation of written authority from said owner, provided all storage and other charges are paid.

No transfer of this receipt will be recognized unless all charges are paid, and transfer is entered on the books of the company.

No person is authorized to make any other agreement or condition on behalf of the company.

All the above terms and conditions shall apply to any goods hereinafter stored for this account.

Intoxicating liquors will not be handled unless fully covered by proper Government permits.

RATES

CARTAGE .....
..... $.....
PIANO..... $.....
PACKING .....
.....
..... $.....
STORAGE ..... $.....
..... $.....
PIANO..... $.....
..... $.....
..... $.....

THE FOLLOWING ENCLOSURES ARE PART OF THIS CONTRACT.
.....
.....

THE NATIONAL WAREHOUSES
Per .....
City 192

THE NATIONAL WAREHOUSES
City, State.

Gentlemen: I accept your proposal and the rates and conditions enumerated above.

Please call to pack on..... 192 and remove on..... 192

Store goods in the name of.....
Insert Full Given Name

At $..... per month. Send Warehouse Receipt to me at .....
.....

I declare excess valuations as follows:.....
.....

My rugs (are / are not) to be cleaned and packed against moths.

Sign Here.....

Another estimating or proposal form worked out by the N. F. W. A. uniform methods committee

HELPFUL SUGGESTIONS

MOVING

The ultimate satisfaction from any moving depends largely upon the preparation of articles before they are moved. With this in mind, we ask you to consider carefully the following suggestions:

China, glassware, bric-a-brac, and similar fragile articles should be well protected with excelsior, and packed in barrels.

Glass shelves or glass tops should be packed in boxes or crates.

Kitchen utensils, bathroom fixtures and other small odds and ends, should be packed in barrels, boxes, etc.

Lamp shades (glass or silk) and fragile lamp bases should be boxed.

Clocks (small) and works of hall-clocks should be packed in strong boxes.

Books should be removed from cases, wrapped in paper and packed in wooden boxes strong enough to hold weight of books.

Pictures and mirrors, especially gilt and filagree frames, should be well packed in good strong boxes.

Bedding, linens, clothing, etc., should be packed in boxes, chests, trunks, etc.

Articles should not be packed above the top of containers.

In packing bureaus, chiffoniers or other pieces of furniture, care should be taken not to overload them.

SHIPPING

The need for proper packing of goods to be shipped is well stated in a bulletin issued by the American Railway Association which reads in part as follows:

"IF YOU INTEND TO SHIP YOUR HOUSEHOLD GOODS BY FREIGHT OR EXPRESS: Please remember that safe transportation depends almost wholly upon how well the goods are packed. Packing by expert packers regularly engaged in shipping household goods is the only real safeguard against damage. Furniture must be skillfully padded and hung in the crate just right to avoid unsightly marring and damage.

We ask that you carefully consider this advice, because it is based upon experience gained in transporting a great many shipments of household effects without damage when packed by a firm that understands the business."

American Railway Association"

We will be glad to make arrangements for any packing which has not already been provided for.

FREIGHT RATES

Railroad rates vary according to valuation. This valuation must be stated at time of shipment in order to apply the proper rate. If you declare that the value of your furniture does not exceed ten cents per pound, then the lowest freight rates apply. If higher valuation is declared then higher rates apply according to declared value.

The.....Railroad quotes us the following rates

to .....

	LESS CARLOAD	FULL CARLOAD
If the value of each article does not exceed ten (10) cents per pound, the rate per hundred pounds is		
If the value of each article exceeds ten (10) cents per pound, and does not exceed twenty (20) cents per pound, the rate per hundred pounds is		
If the value of each article exceeds twenty (20) cents per pound but does not exceed fifty (50) cents per pound, the rate per hundred pounds is		
If the value of each article exceeds fifty (50) cents per pound but does not exceed two dollars ($2.00) per pound, the rate per hundred pounds is		
If the value of each article exceeds two dollars ($2.00) per pound but does not exceed five dollars ($5.00) per pound, the rate per hundred pounds is		

Carload Minimum weight is.....

The releasing of your goods to a specific valuation per pound means that in case goods are lost or damaged in transit the amount of recovery will be limited to the declared valuation.

figuring the space to be occupied after packing.

Oddly as it may seem, boxing for foreign shipment increases the bulk only about 25 to 30 per cent. The reason for this is that larger cases are used and hence greater economy of space is possible.

The uniform methods committee of the National Furniture Warehousemen's Association, through Buell G. Miller* of Philadelphia, has prepared (1925) estimate or proposal forms after much study and investigation. (These are illustrated on pages ?? and ??.)

In the course of preparing this volume the writer has obtained detailed packing costs of a great number of articles of household furniture commonly handled, from a number of warehousemen of long experience. These have been carefully analyzed and from them have been compiled the schedule that follows. Two standards are given, namely:

(1) For the most thorough padding and wrapping and close crating as practised by the best houses in packing the finest quality of furnishings; and

(2) A good but less expensive and less thorough method involving less padding and lighter crating.

For the purpose of estimating this list can be copied, the prices of the individual establishment for materials and labor calculated and the total price set opposite each piece.

To arrive at an estimate of the cost of padding, deduct all materials except pads, paper and twine and three-fourths of the labor.

It will be realized that the figures are for average articles, and for most of the items listed there are examples constantly encountered larger or smaller than average, or with some particular condition that will make the figures in the table inapplicable.

The table, however, represents a very painstaking and far-reaching study of packing costs and by reference to it any one should be able to make an estimate, a reasonably accurate estimate, of packing costs.

**Vice-chairman heading standard forms division of uniform methods committee.*

HELPFUL SUGGESTIONS

The ultimate satisfaction from any moving or storage of household goods depends largely upon the proper preparation of the articles before being moved or stored. With this in mind, we ask you to consider carefully the following suggestions:

CHINA, glassware, bric-a-brac, and similar fragile articles should be well protected with excelsior, and packed in barrels.

GLASS SHELVES or glass tops in boxes or crates.

KITCHEN UTENSILS, bathroom fixtures and other small odds and ends, should be packed in barrels, boxes, etc.

LAMP SHADES (glass or silk) and fragile lamp bases should be boxed.

CLOCKS (small) and works of hall-clocks should be packed in strong boxes.

BOOKS should be removed from cases, wrapped in paper and packed in wooden boxes strong enough to hold weight of books.

PICTURES AND MIRRORS, especially gilt and filagree frames, should be well packed in good strong boxes.

BEDDING, linens, clothing, etc., should be thoroughly camphorized and packed in boxes, chests, trunks, etc.

RUGS AND CARPETS should be cleaned and treated with some moth preventive before being stored. This operation should be repeated at least once each year.

VELOUR, TAPESTRY, and similar furniture should be camphorized and carefully covered. Care should be taken not to tie on these coverings as string or cord is liable to mark the cloth.

MAHOGANY, WHITE IVORY and other highly polished furniture is best protected by covering with wax paper and an outer covering of wrapping paper, and excelsior pads. Cloth or newspaper should not be placed next to highly polished surfaces.

Articles should not be packed above the top of containers.

In packing bureaus, chiffoniers or other pieces of furniture, care should be taken not to overload them.

You may make arrangements to have us do any or all of the above packing (or carpet cleaning) which is not already provided for in this contract. To avoid misunderstandings, all instructions should be given in writing.

Table of Packing

NOTE.—*Lumber is white pine or lumber of approximately the same weight. Pads are expressed in linear feet as the pads in use vary from 3 to 10 feet in length. The figures for labor assume the use of a power saw.*

Class	Wt.	Wt. after packing	Sq. ft. lumber	Lin. ft. pads	Lbs. h. paper	Lbs. nails	Lbs. twine	Lbs. newspaper	Qrs. tissue	Hours labor
				Baby Carriage						
1.	50	125	37	30	1	1½	¼	..	..	1½
2.	50	100	25	16	½	1	¼	..	..	1
				Bed, Single, Metal						
1.	80	106	37	40	1	1½	¼	..	..	1¼
2.	80	135	25	20	¾	1	¼	..	..	¾
				Bed, ¾ Metal						
1.	110	220	50	50	1½	2	½	..	..	1½
2.	110	175	32	25	1	1¼	¼	..	..	1
				Bed, Double, Metal						
1.	150	300	65	65	1¾	2½	½	..	..	1¾
2.	150	240	40	35	1¼	1½	¼	..	..	1¼
				Bed, Single, Wooden						
1.	175	256	40	85	1½	1½	¾	..	..	1½
2.	175	215	30	25	1	1¼	¼	..	..	¾
				Bed, ¾ Wooden						
1.	185	300	53	95	1¾	2	¾	..	..	1¾
2.	185	250	37	30	1¼	1½	¼	..	..	1
				Bed, Double, Wooden						
1.	305	435	65	105	2	2½	1	..	..	2
2.	305	370	45	40	1½	1¾	¼	..	..	1¼
				Bed, 4-Poster						
1.	260	406	70	60	1½	2½	½	..	..	3
2.	260	366	50	50	1	2	½	..	..	2
				Bench, Dressing Table						
1.	15	44	15	21	¼	¾	¼	..	..	½
2.	15	38	12	16	¼	¾	¼	..	..	½
				Bench, Piano						
1.	40	75	17	26	½	¾	¼	..	..	¾
2.	40	70	14	14	½	¾	¼	..	..	½
				Bicycle						
1.	25	75	28	15	..	1	¼	..	..	1
2.	25	68	25	10	..	1	¼	..	..	¾
				Books						
1.	100	150	Box	..	..	..	..	2½	..	1
2.	100	150	Box	..	..	..	..	..	..	½
				Bookcase, Ordinary, 48 In. Wide						
1.	95	200	50	50	1	2	½	..	..	1¾
2.	95	180	39	22	½	1½	¼	..	..	1
				Bookcase, Sectional, 5 Sections						
1.	42	118	36	42	¾	1½	½	..	..	1½
2.	42	105	29	22	½	1¼	¼	..	..	1
				Bureau, 40 In. Wide (Without Glass)						
1.	145	225	34	40	¾	1¼	¼	..	..	1
2.	145	210	30	25	½	1¼	¼	..	..	1

Table of Packing

(*Continued from previous page*)

Class	Wt.	Wt. after packing	Sq. ft. lumber	Lin. ft. pads	Lbs. h. paper	Lbs. nails	Lbs. twine	Lbs. newspaper	Qrs. tissue	Hours labor
				Bureau, 48 In. Wide (Without Glass)						
1.	175	260	40	48	¾	1½	½	..	..	1¼
2.	175	250	35	30	½	1¼	¼	..	..	1
				Cabinet, China						
1.	85	200	55	60	1	2	½	..	..	1½
2.	85	180	45	40	¾	1¾	¼	..	..	1¼
				Cabinet, Curio						
1.	80	175	46	46	½	1¾	½	..	..	1¼
2.	80	163	40	26	½	1½	¼	..	..	1
				Cabinet, Filing						
1.	110	190	37	32	¾	1½	¼	..	..	1
2.	110	165	26	15	½	1	¼	..	..	¾
				Cabinet, Kitchen						
1.	224	359	65	40	¼	2½	¼	..	..	2
2.	224	306	40	20	¼	1½	¼	..	..	1
				Cabinet, Music						
1.	43	95	24	27	1	1	¼	..	..	¾
2.	43	85	19	12	½	¾	¼	..	..	¾
				Chair, Arm, Ordinary, Single (See Rocker Also)						
1.	35	90	25	29	½	1	¼	..	..	1
2.	35	80	20	20	½	1	¼	..	..	¾
				Chair, Arm, Ordinary, Two in Crate						
1.	70	150	37	56	1	1½	½	..	..	1½
2.	70	135	30	38	1	1¼	¼	..	..	1
				Chair, Arm, Overstuffed, Single						
1.	60	150	42	36	1	1½	*	..	..	1½
2.	60	130	34	28	1	1¼	*	..	..	1¼
				Chair, Morris						
1.	45	105	28	36	½	1	¼	..	..	1¼
2.	45	95	24	15	½	1	¼	..	..	1
				Chair, Revolving						
1.	40	100	29	31	½	1¼	¼	..	..	1¼
2.	40	87	23	24	½	1	¼	..	..	1
				Chair, Side, Single						
1.	15	55	19	25	½	¾	¼	..	..	1
2.	15	50	16	24	½	¾	¼	..	..	¾
				Chair, Side, Two in Crate						
1.	30	90	27	50	1	1	½	..	..	1¼
2.	30	80	24	24	¾	1	¼	..	..	1
				Chair, Side, Four in Crate						
1.	60	150	41	90	2	1½	¾	..	..	1¾
2.	60	140	37	40	1½	1½	¼	..	..	1½
				Chair, Side, Six in Crate						
1.	90	215	56	125	3	2	1¼	..	..	2¼
2.	90	190	46	60	2	1¾	½	..	..	2
				Chair, Wicker, Single						
1.	20	95	34	30	¾	1¼	¼	..	..	1
2.	20	80	27	15	½	1	¼	..	..	¾
				Chair, Wicker, Two in Crate						
1.	40	130	45	55	1½	1¾	½	..	..	2
2.	40	110	33	20	1	1¼	¼	..	..	1½
				Chair, Wicker, Four in Crate						
1.	80	200	56	90	2	2	¾	..	..	3
2.	80	130	40	46	1	1½	½	..	..	2
				Chest, Cedar—4 Feet Long						
1.	90	150	27	26	½	1	¼	..	..	¾
2.	90	140	22	12	½	1	¼	..	..	¾
				Chest of Drawers						
1.	87	180	44	44	1	1¾	½	..	..	1½
2.	87	152	30	25	¾	1¼	¼	..	..	1
				Chiffonier (Without Mirror)						
1.	60	140	38	42	1	1½	½	..	..	1½
2.	60	130	33	21	1	1¼	¼	..	..	1
				China, Barrel (10 Cubic Feet)						
								Lbs. excel.		
1.	40	95	Barrel	..	..	..	..	18	2	1
2.	40	92	Barrel	..	..	..	..	15	..	1
				China Closet (See Cabinets, China)						
				Clock, Hall						
1.	170	300	60	64	¾	2¼	½	..	..	2½
2.	170	267	46	27	¾	1¾	¼	..	..	1½
				Clock, Mantle						
1.	5	20	Box	..	¼	..	..	5	..	½
2.	5	20	Box	..	¼	..	..	5	..	½
				Costumer						
1.	10	50	19	25	..	¾	¼	..	..	¾
2.	10	45	15	15	..	¾	¼	..	..	½
				Couch, Box						
1.	135	225	42	35	1	1½	¼	..	..	1½
2.	135	210	35	11	1	1½	¼	..	..	1¼
				Crib, Iron						
1.	80	150	32	31	1	1¼	¼	..	..	1
2.	80	130	22	18	½	1	¼	..	..	¾
				Crib, Wooden						
1.	35	100	37	47	2	1½	½	..	..	1¼
2.	35	87	24	30	½	1	¼	..	..	¾
				Davenport, 7 Feet Long						
1.	135	315	83	90	2½	3	*	..	..	3¾
2.	135	270	63	56	1	2¼	*	..	..	2½
				Desk, Flat Top						
1.	180	310	58	70	1½	2¼	½	..	..	2½
2.	180	275	42	24	1	1½	¼	..	..	1½
				Desk, Roll Top						
1.	180	300	55	54	1¾	2	½	..	..	2½
2.	180	285	50	36	1¼	2	¼	..	..	1½
				Desk, Small (Lady's)						
1.	50	115	29	38	½	1¼	¼	..	..	1¼
2.	50	105	24	20	¼	1	¼	..	..	1
				Dress Form						
1.	40	83	20	15	¼	..	¼	..	..	¾
2.	40	75	16	10	¼	..	¼	..	..	½

**Gummed tape is used on overstuffed furniture instead of twine.*

Class	Wt.	Wt. after packing	Sq. ft. lumber	Lin. ft. pads	Lbs. h. paper	Lbs. nails	Lbs. twine	Lbs. newspaper	Qrs. tissue	Hours labor
				Glass, Plate—8 Sq. Feet—Boxed						
1.	30	75	20	..	..	¾	..	5	..	¾
2.	30	75	20	..	..	¾	..	5	..	¾
				Hall Rack						
1.	75	180	50	40	1	2	¼	..	..	1½
2.	75	155	38	25	¾	1½	¼	..	..	1
				High-Boy						
1.	115	250	63	60	1¼	2¼	½	..	..	2½
2.	115	210	45	32	½	1¾	¼	..	..	1¾
				Lamp, Floor (With Shade)						
1.	15	80	30	26	¼	1¼	¼	..	..	1
2.	15	60	21	18	..	¾	¼	..	..	¾
				Lamp, Table						
1.	40	90	Box or barrel		¼	..	..	15	..	1
2.	40	85	Box or barrel		¼	..	..	10	..	¾
				Low-Boy						
1.	65	160	44	38	1	1¾	¼	..	..	1½
2.	65	140	35	20	½	1¼	¼	..	..	1
				Machine, Sewing, Cabinet Style						
1.	85	140	25	25	¾	1	¼	..	..	1
2.	85	130	21	15	½	¾	¼	..	..	¾
				Machine, Sewing, Drop-Head						
1.	95	150	25	20	½	1	¼	..	..	1
2.	95	140	21	10	¼	¾	¼	..	..	¾
				Machine, Washing, Electric						
1.	245	350	50	15	..	2	¼	..	..	2½
2.	245	320	36	6	..	1½	¼	..	..	1½
				Marble—6 Square Feet						
1.	35	65	15	..	..	¾	..	..	..	½
2.	35	60	12	..	..	½	..	..	..	½
				Marble—10 Square Feet						
1.	70	110	20	..	..	¾	..	..	..	½
2.	70	110	15	..	..	¾	..	..	..	½
				Mattress, Burlapped						
								Yds. burlap		
1.	50	55	..	..	¾	..	¼	3	..	¾
2.	50	55	..	..	¾	..	¼	3	..	¾
				Mirror, Gilt Frame						
								Lbs. excel.		
1.	25	100	36	27	½	1½	¼	..	..	1½
2.	25	80	27	20	½	1	¼	..	..	1
				Mirror, Bureau						
1.	30	100	32	20	½	1¼	¼	..	..	¾
2.	30	85	24	15	¼	1	¼	..	..	½
				Mirror, Cheval						
1.	40	125	40	33	½	1½	¼	..	..	1
2.	40	90	22	25	½	1	¼	..	..	¾
				Mirror, Chiffonier						
1.	25	80	26	16	½	1	¼	..	..	¾
2.	25	70	20	12	¼	¾	¼	..	..	½
				Mirror, Dressing Table						
1.	35	100	31	19	½	1¼	¼	..	..	1
2.	35	90	26	19	½	1	¼	..	..	¾
				Painting, 10 Sq. Ft.						
1.	15	75	28	..	½	1	..	5	..	1½
2.	15	75	28	..	½	1	..	5	..	¾
				Painting, 20 Sq. Ft.						
1.	30	160	56	..	1	1½	..	10	..	1½
2.	30	160	56	..	1	1½	..	10	..	1¼
				Painting, 40 Sq. Ft.						
1.	75	340	120	..	1½	2	..	25	..	2
2.	75	340	120	..	1½	2	..	25	..	1¾
				Pedestal						
1.	20	65	20	30	½	¾	¼	..	..	1
2.	20	55	16	20	½	¾	¼	..	..	¾
				Phonograph, Console						
1.	50	160	50	46	1	2	½	..	..	1½
2.	50	150	46	32	1	1¾	¾	..	..	1¼
				Phonograph, Upright						
1.	60	150	40	36	1	1½	¼	..	..	1½
2.	60	135	34	30	1	1¼	¼	..	..	1¼
				Piano, Baby Grand						
								Lag Screws		
1.	650	900	Box	80	..	..	½	5	..	5
2.	650	900	Box	50	..	..	½	5	..	4
				Piano, Concert Grand						
1.	1150	1500	Box	80	..	..	½	5	..	5
2.	1150	1500	Box	50	..	..	½	5	..	4
				Piano, Parlor Grand						
1.	900	1200	Box	80	..	..	½	5	..	5
2.	900	1200	Box	50	..	..	½	5	..	4
				Piano, Upright						
1.	600	850	Box	30	..	..	¼	4	..	3½
2.	600	850	Box	20	..	..	¼	4	..	3
				Radio, Receiving Sets						
1.	90	170	2 Boxes	..	½	..	..	10	..	2¼
2.	90	165	2 Boxes	..	¼	..	..	5	..	1¾
				Radio Storage Battery						
			..					Wtrpf. paper		
1.	50	82	12	..	..	..	½	½	Sawdust	1
2.	50	78	10	..	..	..	½	..	Sawdust	¾
				Records, Phonograph (50)						
								Lbs. excel.	Qrs. tissue	
1.	40	75	Box	..	..	..	..	5	..	1
2.	40	75	Box	..	½	..	..	5	..	¾
				Refrigerators—3 Feet Wide						
1.	125	200	28	20	1	1¼	¼	..	..	1¼
1.	125	185	28	20	1	1	¼	..	..	1
				Rocker, Ordinary						
1.	20	90	33	33	¼	1¼	¼	..	..	1
2.	20	85	30	21	¼	1¼	¼	..	..	¾
				Rocker, Over-Stuffed						
1.	50	140	44	31	1¼	1¼	*	..	..	1½
2.	50	125	37	19	1	1½	*	..	..	1

Class	Wt.	Wt. after packing	Sq. ft. lumber	Lin. ft. pads	Lbs. h. paper	Lbs. nails	Lbs. twine	Lbs. newspaper	Qrs. tissue	Hours labor
				Rocker, Platform						
1.	50	130	38	29	1	1½	¼	..	..	1½
2.	50	120	32	20	1	1½	¼	..	..	1
				Rocker, Wicker						
1.	25	90	30	30	¾	1¼	¼	..	..	1¼
2.	25	80	25	10	½	1	¼	..	..	¾
				Rug, 9′ x 12′, Crated						
1.	50	95	20	..	1	¾	..	..	..	1
2.	50	85	16	..	1	¾	..	..	..	¾
				Rug, 9′ x 12′, Burlapped						
							Yds. burlap			
1.	50	52	..	..	1	..	¼	3½	..	¾
2.	50	52	..	..	1	..	¼	3	..	½
				Screen—Crated						
1.	20	80	28	20	1	1	¼	..	..	1
2.	20	70	22	15	¾	1	¼	..	..	¾
				Secretary						
1.	90	250	73	73	1½	2¼	½	..	..	3
2.	90	195	50	40	1	2	¼	..	..	1½
				Settee, Ordinary						
1.	65	160	45	40	1¼	1¾	¼	..	..	1¾
2.	65	150	40	22	1	1½	¼	..	..	1¼
				Settee, Over-Stuffed						
1.	95	185	52	40	1½	2	*	..	..	2
2.	95	170	44	30	1	1¾	*	..	..	1½
				Shade, Lamp, Cloth or Paper						
1.	5	30	Box	..	½	..	..	Wastepaper		½
2.	5	30	Box	..	½	..	..	Wastepaper		½
				Shade, Lamp, Glass						
								Lbs. excel.	Qrs. tissue	
1.	15	55	Box or Barrel		¼	..	..	15	..	¾
2.	15	50	Box or Barrel		½	..	..	10	..	½
				Shirtwaist Box						
1.	45	90	22	20	½	1	¼	..	..	1
2.	45	80	18	15	⅓	¾	¼	..	..	¾
				Silver, 10 Cubic Feet						
1.	50	150	Box	..	1	..	..	15	3	1½
2.	50	145	Box	..	¾	..	..	10	2	1¼
				Silver, 20 Cubic Feet						
1.	100	250	50	..	1½	1½	..	20	6	2½
2.	100	240	50	..	1	1½	..	15	4	2
				Spring, Box, Double, Burlapped						
							Yds. burlap			
1.	90	95	..	..	1¼	..	½	8	..	¾
2.	90	95	..	..	1¼	..	½	8	..	¾
				Spring, Box, Double, Crated						
1.	90	175	42	..	1¼	1½	..	..	..	1
2.	90	165	38	..	1¼	1½	..	..	..	1
				Spring, Box, Single, Burlapped						
1.	65	70	..	..	1	..	½	6	..	¾
2.	65	70	..	..	1	..	½	6	..	¾
				Spring, Box, Single, Crated						
1.	65	135	34	..	1	1¼	..	..	..	¾
2.	65	135	30	..	1	1¼	..	..	..	¾
				Stand, Night						
1.	10	45	20	24	¼	¾	¼	..	..	½
2.	10	35	12	10	¼	½	¼	..	..	½
				Stand, Sewing						
1.	20	65	20	24	¼	¾	¼	..	..	½
2.	20	55	15	16	¼	¾	¼	..	..	½
				Stand, Smoking						
1.	15	55	18	20	¼	¾	¼	..	..	½
2.	15	50	15	20	¼	¾	¼	..	..	½
				Stand, Telephone						
1.	10	45	17	25	¼	¾	½	..	..	½
2.	10	40	14	20	¼	½	¼	..	..	½
				Stand, Wash						
1.	25	75	23	27	¼	1	¼	..	..	¾
2.	25	70	20	20	¼	¾	¼	..	..	¾

*Gummed tape is used on overstuffed furniture instead of twine.

Class	Wt.	Wt. after packing	Sq. ft. lumber	Lin. ft. pads	Lbs. h. paper	Lbs. nails	Lbs. twine	Lbs. newspaper	Qrs. tissue	Hours labor
				Statue, Bronze or Marble, 2′ High.						
								Lbs. ex. el.		
1.	25	74	Box	..	¼	..	..	10	..	¾
2.	25	70	Box	..	¼	..	..	5	..	½
				Statue, Bronze or Marble, 2′-4′ High						
1.	80	225	60	..	1	2	..	25	..	2
2.	20	215	60	..	¾	2	..	15	..	1½
				Statue, Bronze or Marble, 4′-6′ High						
1.	100	280	75	..	1	2½	..	30	..	2½
2.	100	270	75	..	¾	2½	..	20	..	2
				Stove, Gas						
1.	90	200	55	..	..	1½	..	..	..	1½
2.	90	175	42	..	..	1½	..	..	..	1¼
				Table, Davenport, 6′ Long						
1.	50	150	48	54	¾	1¾	½	..	..	1¾
2.	50	130	38	45	½	1½	½	..	..	1½
				Table, Dressing						
1.	50	150	45	45	1	1¾	½	..	..	1¾
2.	50	120	33	25	½	1¼	¼	..	..	1¼
				Table, Drop Leaf, 3′ Long						
1.	30	85	25	34	½	1	¼	..	..	1
2.	30	75	20	25	½	¾	¼	..	..	¾
				Table, Drop Leaf, 4′ Long						
1.	40	115	35	44	1	1¼	½	..	..	1½
2.	40	105	30	35	¾	1¼	¼	..	..	1
				Table, Extension, 4′ Long						
1.	125	250	58	70	¾	2¼	½	..	..	1¾
2.	125	225	47	30	½	1¾	¼	..	..	1½
				Table, Extension, 5′ Long						
1.	168	328	76	90	1	2¾	¾	..	..	2¼
2.	168	293	60	72	1	2¼	½	..	..	1¾
				Table, Library, 4′ Long						
1.	75	170	45	50	½	1¾	½	..	..	1½
2.	75	150	36	32	¼	1½	¼	..	..	1
				Table, Library, 5′ Long						
1.	100	210	56	60	¾	2	½	..	..	1¾
2.	100	190	42	50	½	1½	½	..	..	1¼
				Table, Sewing						
1.	30	70	18	28	½	¾	¼	..	..	¾
2.	30	65	16	16	¼	¾	¼	..	..	¾
				Table, Side						
1.	85	160	35	40	½	1¼	¼	..	..	1¼
2.	85	145	28	30	½	1	¼	..	..	1
				Table, Snap Top						
1.	15	70	25	20	¼	1	¼	..	..	¾
2.	15	65	23	18	¼	1	¼	..	..	¾
				Table, Turn Top						
1.	27	82	26	30	¼	1¼	¼	..	..	1
2.	27	75	22	25	¼	1	¼	..	..	1
				Tea Wagon						
1.	30	85	25	27	¼	1	¼	..	..	1
2.	30	75	20	25	¼	¾	¼	..	..	1
				Trunk, Ordinary, Boxed						
1.	150	230	40	..	..	1½	..	..	..	¾
2.	150	230	40	..	..	1½	..	..	..	¾
				Trunk, Ordinary, Crated						
1.	150	210	28	..	..	1	..	..	..	¾
2.	150	190	20	..	..	¾	..	..	..	½
				Trunk, Steamer, Boxed						
1.	100	160	28	..	..	1	..	..	..	¾
2.	100	160	28	..	..	1	..	..	..	¾
				Trunk, Steamer, Crated						
1.	100	150	23	..	..	1	..	..	..	½
2.	100	130	13	..	..	½	..	..	..	½
				Trunk, Wardrobe, Boxed						
1.	175	285	54	..	..	2	..	..	..	1¼
1.	175	285	54	..	..	2	..	..	..	1¼
				Trunk, Wardrobe, Crated						
1.	175	240	32	..	..	1¼	..	..	..	1
2.	175	225	24	..	..	1	..	..	..	¾
				Wardrobe						
1.	110	240	60	55	1	2¼	½	..	..	2
2.	110	210	45	40	¾	1¾	¼	..	..	1½

Washing Machine
(See Machine)

Next Month—"Cartage"

Chapter XI of Mr. Aspinwall's book—"Cartage"—Will Appear in the October Issue of

DISTRIBUTION AND WAREHOUSING

The text includes a Long Distance Moving Base Rate Table and a Comparative Cost of Operating a 3½-Ton Gas Truck and a 2-Ton Electric Truck, together with other valuable figures for the household goods warehouseman operating motor vehicles.

Let's Take the Old Family Album Out of Storage!

Success Story No. 6

Arthur T. George

His Motto: "Don't Make Excuses—Make Good"

DETERMINATION to make good, to finish what he has started and to do it in the best manner of which he is capable, is, perhaps, the outstanding characteristic of Arthur T. George, president of the Twentieth Century Storage Warehouse Co., Philadelphia. This element of "sticktoitiveness" is amply revealed in the fact that, although he is 58 years old, until he entered into business for himself he had worked for only two concerns in his life.



While good nature, when he smiles, beams from the countenance of this man of almost gigantic physique—he now scales 270, although he used to tip the beam at 293, and is unusually tall—he is as two-fisted with others in getting things done as he is in commanding himself.

It is told of him that in bygone days—and days not so far gone, at that—he proved himself a "scrapper" of no mean ability when, on several occasions, he was opposed by men of like size and avoirdupois. However, quarrelsomeness is as far from his nature as the zenith is from the nadir, as his own employees would quickly testify. Nature, however, fitted him well for the upward struggle, both physically and mentally.

Born on a farm in Delaware, where his father was tenant-farmer, young George acquired that liking for carpentering which was to stand him in good stead later in life, through watching carpenter work on the big mansion built on the place. He received his early education in a country school in Kent County, Delaware. Then the family moved to a farm near Wilmington, Del., and later to a location near Media, Pa., a few miles from Philadelphia.

It was when he was seventeen that young George took his first regular job out in the world. It was as a carpenter's apprentice for the old firm of Stacy Reeves & Son, Philadelphia, and they assigned him to putting baseboards around the rooms of dwelling houses in course of erection. He served only three years of an apprentice's four-year term, and this is why:

On pay day, at the end of his third year, George found in his pay envelope the full wages of a journeyman carpenter. He went to Reeves, his employer, and told him that a mistake must have been made and that he had been given too much money.

"No mistake at all," replied Reeves. "You earned that extra money and you will get a journeyman's pay from now on."

And he did. You couldn't make George mad that way.

Here it might be told how young George, while living near Media, used to be almost a whole Wild West rodeo by himself, on the side. Anybody who knows Market Street is acquainted with that portion of it, only a few blocks from the Twentieth Century Storage Warehouse, where flourishes the horse market. Well, George used to ride and break-in regular bucking mustangs at the old Bull's Head Bazaar, which is still thriving under that name. The farmers liked to buy these spirited beasts, which, unbroken, sold all the way from $3 to $50, and which were much more valuable when young George had put them through a course of sprouts. He'd "bust" them and then ride them out to the various farmer-customers living around Media. He did this "hoss-wrangling" before he took up his work at carpentering, but never considered it a "regular job." However, he got a lot of fun and exercise and considerable profit from it. He didn't weigh as much then as he does now, naturally enough, but tipped the beam at 160, which is about the limit at which Uncle Sam will admit a man into the cavalry. Uncle Sam is a "righteous man" and "regardeth the life of his beast," as the Good Book says.

At mustang "busting" George proved himself especially "two-fisted," for on more than one occasion, in his experiences of breaking in more than sixty kickers and plungers, he found it necessary literally to knock one down—and do it *muy pronto* (very quickly), as they say in Mexico. Asked about this, George said:

"It's lots easier to knock down a horse than some men.

(*Concluded on page 45*)

Here Are Defined the "Trailer" and Its Six Major Functions

An Analytical Contribution to the Subject of Motor Transport

By JAY S. TUTHILL

THE use of the motor truck trailer is well defined. But any vehicle which can be attached behind a motor truck or tractor is not necessarily a good trailer. Trailers should be designed and constructed with much care and skill and the selection of the proper type naturally depends on conditions and on the commodity to be hauled.

Trailers have six major functions; they—

(1) Increase the load hauling capacity of the motor truck.

(2) Reduce the cost of transportation.

(3) save waiting time of motor truck while loading and unloading.

(4) Move objects that cannot be carried on motor trucks alone.

(5) Take care of excess loads and peak haulage.

(6) Enable passenger automobiles to be used for freight haulage purposes.

Some of these uses are of course more applicable than others to the field of distribution and warehousing.

The great savings possible to effect by the use of trailers for hauling bulky materials which take up much space in proportion to their weight are sometimes not fully appreciated, nor is their value to haul long lengths which will not go on the truck alone. Also in short haul work, where the truck is used as a tractor and carries no load—and in some long distance hauling—trailers perform a most important service.

The strongest arguments in favor of a trailer used as an auxiliary to a truck are increased carrying capacity and reduced hauling cost. It is patent that where there are large tonnages to be hauled, the cost per ton-mile is least when the tonnage hauled per mile is largest. On long hauls the question of speed also is an important one.

Some States, to preserve improved roads, prohibit the use of trucks of more than 4 or 5 tons capacity, or limit the total weight of truck and load to 20,000 or 25,000 lb., which is equivalent to limiting the pay load to 5 or 6 tons. Loads of double this tonnage can be hauled by single power units drawing trailers without violating the laws or doing any more damage to the roads than when the loads of 5 or 6 tons are transported on single trucks. The total weight is distributed over six or eight wheels instead of being concentrated mainly on the two driving wheels of a truck. On a hard, smooth, level road two loaded trailers are not infrequently drawn by a single truck, thus tripling the tonnage per trip.

USING one or more of the many forms of trailers applicable for the particular kind of commodity to be transported will save considerable loading and unloading time, and thus keep the truck in productive service.

If one trailer is used, it can be loaded while the truck is making the trip alone, and be picked up by the truck every other trip. Two trailers can be used to still better advantage, while a fleet of three trailers makes a very efficient hauling unit, especially where loading and unloading take up a large part of the truck's time. In the latter case it may be found good practice to use the truck only as a tractor, and keep it in motion almost continually. One trailer may be kept at each end of a haul while the truck is in transit with a third trailer.

The trailer may be divided into two general forms, depending on the class of service and the type of construction: high-speed and slow-speed trailers.

High-speed trailers are used principally behind motor trucks at speeds from 4 to 15 m.p.h. There are many soft road conditions where it is required to haul bulk material under which it is impossible to operate efficiently and economically with motor trucks and high-speed trailers. Under such conditions the cheapest and most dependable method of transportation is by a tractor with a train of slow-speed trailers of strong, sturdy construction.

Trailers fall into four general classifications, according to type:

1. Four-wheel trailers.
2. Two-wheel trailers.
3. Semi-trailers.
4. Pole or pipe trailers.

The four-wheel trailers are subdivided into reversible and non-reversible types; light high-speed trailers (for use with passenger automobiles); heavy duty trailers, hauled by motor trucks for general haulage purposes; straight frame and drop frame models; and slow-speed trailers with dump bodies, for use in trains with tractors.

Two-wheel trailers may be classified into light and heavy types, for use respectively with passenger cars and motor trucks, dumping and non-dumping types.

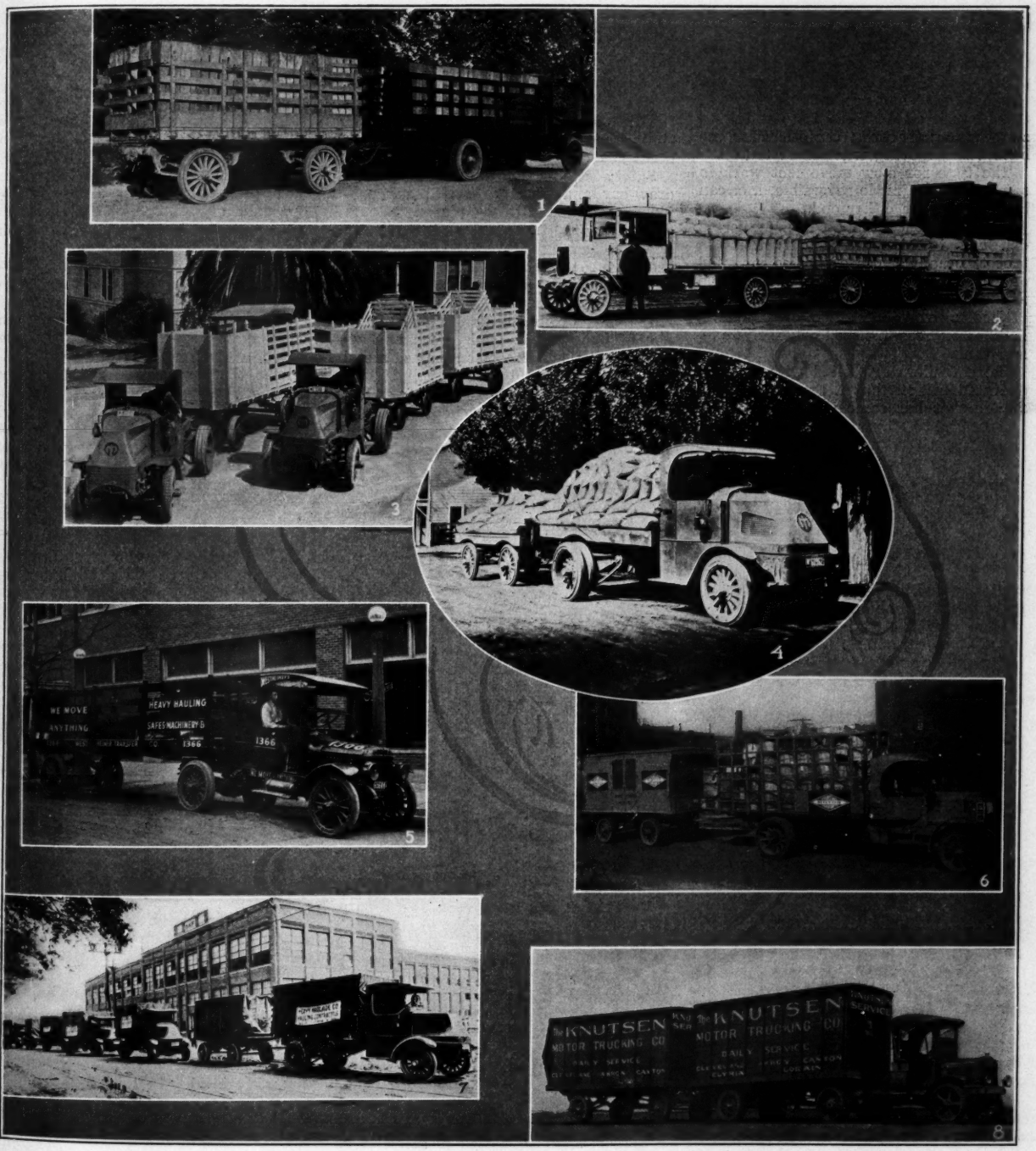
The semi-trailers may be classified into straight frame and drop frame types.

Pole and pipe trailers are made in extension and non-extension reach types.

Almost any type of body can be

(*Concluded on page* 38)

Some Trailers on the Job



1. Truck and trailer, each with stake body, transporting boxed commodities. 2. A Kissel heavy-duty 3½-ton truck carrying fifteen tons of flour in bags, with two trailer units each loaded with eight tons. 3. Two Mack 3½-ton tractors, with trailers, operated by the Stockton-Fresno Freight Co., Fresno, Cal. 4. Mack 3½-ton truck with 2½-ton close coupled trailer carrying bags of flour. 5. Some of the equipment of the Westheimer Warehouse Co., Houston, Tex.—a trailer for heavy hauling where fast service is not required is generally of the 2-wheel type. 6. Closed trailer for handling food products. 7. Showing the relative value of the trailer—this type, operated by the Heavy Haulage Co., New York City, enables each truck to do double duty. 8. Trailers in series—note the auxiliary wheels.

(*Concluded from page 36*)

mounted on the 4-wheel trailer, and many different types on the semi-trailer and the 2-wheel trailer. The pole and pipe trailers are not intended to carry bodies, but instead are provided with bolsters to retain their loads.

There is a type and size of trailer for almost every purpose, ranging in capacity from 500 pounds to 15 tons.

Four-wheel trailers, intended to carry their own load and to be pulled by another vehicle, are complete vehicles in themselves. They are manufactured in two general classes: one for use behind slow-moving tractors; the other for use behind fast-moving tractors or trucks.

The type for slow movement work in some cases are made reversible, i. e., can be steered from either end.

The chassis of the 4-wheel trailer is designed to standard construction, so that the many types of bodies mounted on motor truck chassis are adaptable and can be used interchangeably, types of bodies including stake or platform, open or express, inclosed or panel, dump and tank.

Some trailers are fitted with a hand-operated roll-off, but a type of 4-wheel trailer that has come into common use has a hinged frame that permits the load to be tilted until it rolls off at the rear by gravity.

The reversible 4-wheel trailer is equipped with a draw-bar at each end which permits the truck to be attached at either end without turning the trailer around. This feature is provided also to facilitate backing and "spotting" the trailer, as with this construction it may be guided from the opposite end.

Non-reversible trailers have the steering mechanism and draw-bar at one end only, and the rear axle is permanently fixed in position similar to the rear axle of a wagon.

Provision for steering 4-wheel trailers is made by the use either of steering knuckle axles or by use of fifth-wheel construction.

When the former type is used, a suitable steering linkage mechanism is attached to the draw-bar on the trailer, so that when the draw-bar is turned to the side the wheels are cut in the same direction. The reversible type trailers have steering mechanism locking devices, so that the wheels at the end of the trailer, not being used for steering, can be held rigidly in a straight position.

When the fifth-wheel type of steering is used, the draw-bar is attached to a part of the construction which turns the axle, and steering is accomplished by the rotation of the axle with the two wheels about a king pin at the center of the fifth wheel.

Four-wheel trailers are sometimes connected to the towing truck or tractor by a draw-bar, provided with springs to take up the shock of starting and to cushion the pull and thrust of the trailer when running. On some trailers the draw-bar is attached at the rear end to the steering rod, and is provided with compression springs, which are inclosed within the draw-bar and are packed in grease. Sometimes the draw-bar, which is swiveled to a truss draft beam bolted to the frame, swings from side to side in slot between the front frame and submember below.

On other types the swivel draw-bar not only swings on the draft beam and steers the front wheels, but is jointed immediately back of the curved member of the frame. It can be locked into position, but the draw-head swivels on the bar, allowing the truck, when backing the trailer, to get far out of line with the trailer without bending or breaking the draw-bar. The draw-bar is sometimes hinged at axle so it may take any necessary angle in a vertical plane.

Safety chains are attached to the draw-bar and front axle and are provided with hooks to be placed in eyes on the motor truck coupled to insure against accident in case of possible breakage or failure of the connection between machine and trailer.

The types of work for which 4-wheel trailers are ordinarily used are the haulage of bulky, light loads, such as barrels, empty boxes, cotton bales, metal stampings, etc., and exceptionally heavy loads such as safes, boilers, etc.

The bottom dumping body and the spreading body are developments of the result of a demand for a trailer body for road building and other purposes; as a means of hauling bulk material, they have many advantages. Loose material can be hauled and dumped in a small compact pile. Either the bottom dump body or the spreader type has a cubic capacity of about 3½ yards. A provision is made to adjust the lower door for spreading material to various thicknesses. Sectional bodies are sometimes used by operators and carry different kinds of material to one or more points on the same trip. The hoppers operate independently of each other. Usually they are made of equal capacity.

The automatic side dump body discharges the load outside of the wheels. This body operates by gravity, and no power is required to dump or return the body after dumping. The particular drop-frame construction brings the loading height to about 60 inches, which is within easy reach of the shovel, thus saving time and energy. The short wheelbase makes possible a short turning radius.

The 2-wheel trailer, as distinguished from the semi-trailer or pole trailer, is used principally for transporting comparatively light loads of 500 to 2000 pounds at automobile speeds.

Two-wheel trailers are different from semi-trailers in that the entire load is carried by the trailer's axle and wheels. The entire load is balanced over its axle, and the pulling vehicle serves only to balance the trailer and tow it. A bracket or other coupling device is attached to the rear end of the tractor or truck for attaching the tongue or draw-bar of the trailer.

Semi-trailers are a type of 2-wheel trailer which have their axles and wheels placed under the rear portion of the frame and which are supported in front by the vehicle which tows them. With this type of trailer approximately 40 per cent of the load is carried by the towing vehicle and 60 per cent by the trailer. The construction of these trailers is similar in principle to non-reversible 4-wheel trailers, except that in place of an axle in front there is a fifth wheel which rests on and is attached to the truck with which they are used.

Several types of fifth-wheel are in common use, which allow universal action and permit sidewise as well as fore and aft rocking, and also permit the truck and trailer to stand at an angle to each other. A pair of compression springs is often furnished to take the shock of starting the semi-trailer.

Special trailers of the semi-trailer type with drop-frame are produced to meet heavy hauling conditions and where a low-loading height is essential. The single form is used for hauling machinery, heavy blocks of stone, plate glass, boxes and barrels. As the center of the platform is only 18 inches to 20 inches from the ground, it makes the loading of such articles much easier.

Jacks that operate with either screw or ratchet or some other means, for supporting the trailer when it is detached from a truck or tractor, are necessary on this type of trailer so that the truck will not have to remain idle while the trailer is being loaded or unloaded.

Supporting devices, whether they are jacks, pedestals with wheels, or some other type, are sometimes permanently attached to the trailer and so arranged that they may be fastened under the trailer in such a way as not to interfere with the operation of the truck and trailers when in transit.

Long loads, such as poles, long lumber or timber, steel beams, etc., are usually hauled on semi-trailers.

The satisfactory pole and pipe trailer must have strength combined with flexibility. The front end of the load on this type of trailer is supported by the towing vehicle. The principle form of construction consists of two wheels mounted on a rectangular forged dead axle. As the type of articles carried vary in length, it is necessary to make trailers with extension tongues or reaches so they can be lengthened 6 to 18 feet or shortened to fit the load, preventing undue overhang at the rear and preserving a proper distribution of weight between the trailer and the motor truck.

The connection between the truck and the trailer is hook or hitch, with relief spring to take up the strain of stopping and starting. No bodies are used on pipe trailers, bolsters being provided with removable stakes or adjustable blocks to retain the load, and are fitted to the trailer and also to the towing vehicle, where it is mounted on the fifth wheel or is a swinging or pivoting type, to allow turning.

A great field for the use of trailer equipment is opened up in distribution and warehousing. The progressive haulage company will make profitable use of the trailer in many and varied operations.

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

Text of Minnesota Supreme Court Decision Holding Boyd Moving Business Not Subject to State Commission Jurisdiction

A COPY of the recent decision by the Minnesota Supreme Court holding that the household goods moving business of the Boyd Transfer & Storage Co. of Minneapolis was not subject to jurisdiction by the Minnesota Railroad and Warehouse Commission because that business was not being carried on between fixed termini, has been sent to *Distribution and Warehousing* by H. L. Halverson, the company's secretary, with the thought that the ruling should be of general interest to the furniture storage industry.

"The Legislature of Minnesota," Mr. Halverson explains, "passed a law known as Chapter 185, General Laws of 1925, by the terms of which trucks and busses operating over regular routes or between fixed termini as common carriers for hire were placed under the jurisdiction of the Railroad and Warehouse Commission.

"The Commission was made the judge of fact of whether any transportation company was operating over regular routes or between fixed termini. The requirements as to complying with the regulation of the Commission were such that individual carriers of household goods, such as ourselves, could not possibly comply with them and still go to various points at various times such as we do, or maintain the same rates that we are maintaining.

"The Railroad and Warehouse Commission held that any transportation company operating between two points in the State came under this rule on the ground that the point of origin of any trip was fixed and the point of destination was fixed, and, therefore, the termini were fixed.

"We contested this finding in the District Court [Hennepin County] and, upon the decision being rendered against us, appealed to the State Supreme Court, whereupon, you will note, that Court reversed the decision of the District Court and found that we are not operating between fixed termini.

"We also contended that we were not common carriers, but the Court failed to decide this point in view of the fact that the decision on the 'fixed termini' point would relieve us of compliance with the law.

"The next Legislature will probably attempt to put us under the control of the Commission in specific terms. We shall probably oppose such action and, if it goes through in spite of our opposition, we will try to arrange the terms so that they are bearable."

THE State Supreme Court, in reversing the District Court's decision, quoted from Section 5 of the State's General Law of 1925, providing that:

"No auto transportation company shall hereafter operate for the transportation of persons or property for hire as a common carrier on any public highways without first having obtained from the Commission . . . a certificate declaring that public convenience and necessity require such operation."

The Supreme Court decision continues:

"The scope of the phrase 'auto transportation company' is limited by Subd. (g) of Sec. 2 to those operating 'for compensation as public carriers over any public highway in this State between fixed termini or over a regular route.' So if defendant is not a common carrier, or, being one, does not operate on the public highways 'between fixed termini or over a regular route,' it is not subject to the statue.

"There is no attempt to convert any private carrier into a common carrier, nor to impose the duties and liabilities of the latter on anyone not already self-subjected thereto. The restriction to common carriers seems unnecessary for it seems never to have been doubted that, with respect to the use of public highways for their own business, private as well as common carriers are subject to government regulation. (*Michigan Public Utilities Comm. v. Duke; Frost v. Railroad Comm. of California*).

"1. The first question presented is whether the Boyd Company, in that portion of its business now under consideration, is a common carrier. It is primarily a Minneapolis warehouseman. Out of that business has grown a large city and intercity transfer business. It hauls such merchandise for regular customers under special and continuing contracts. In addition to that and other kinds of business not here important, it transports by motor truck large quantities of household goods between the Twin Cities, particularly Minneapolis, and outlying points within a radius of 600 miles.

"All of that work is done at uniform mileage rates, with additional fixed charges for loading and unloading. There is no discrimination between customers—all are given equal treatment with the same facilities at equal rates. None of the trucks makes regular trips. There are no time schedules between any two or more termini.

What Don't You Know?

MR. KAISER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

"The business is specially and generally advertised by defendant. It offers to serve all who come, in the manner indicated. Asserting that it has never expressly held itself out as a common carrier, it claims to have reserved the right to refuse the business of any one who for any reason might be objectionable to it. It decline to send out its trucks when, because of road or weather conditions, the business would be unprofitable. Moreover, when its local transfer business and the needs of its regular customers temporarily require the use of all its trucks, it declines to do anything else with them. For example, during the peak seasons of local household moving in the spring and autumn, its trucks may all be required for that business. At such seasons it may and has declined to haul household goods to outlying points. The local and Twin City traffic seems the more profitable and is given preference over the outside interstate and intrastate hauling.

"As already stated, it makes no regular trips, but when it does haul to outlying points, it is done 'over the most direct routes upon the public highways between such villages and cities.' Defendant's practice is to have its chauffeurs collect its charges before unloading and there is no suggestion that, unless all its equipment were otherwise engaged or road or weather conditions prevented, it would refuse the business of any one ready and able to pay in advance or before unloading.

No Predetermination

"On that showing, we assume, without deciding, that, as to its trucking of household goods from Minneapolis to other points, defendant is a common carrier. We have stated the facts fully, simply, as an introduction to the one question, the decesion of which is necessary.

"2. Even if it is a common carrier, defendant is not subject to the Act unless it is transporting goods 'between fixed termini or over a regular route.' The quoted phrase is declared by subd. (g) of Sec. 2 to 'mean the termini or route between or over which any auto transportation company usually or ordinarily operates any motor vehicle, even though there may be departures from said termini or route.'

"We take the statute to mean that in order to come within its purview a business must be confined, through custom or predetermined plan, to a selected route or routes traveled habitually if not at stated intervals. There is nothing of that kind in this case—nothing regular or predetermined about either routes or termini. Recurring but constantly varying occasion and no preexisting plan or custom determine the route of each haul and it may not be followed again for months and in some cases not at all.

"If travel has no regular route, how can it have 'fixed termini' except as any single journey must have termini? In our opinion the one, in the present sense, implies the other. It is a case where the disjunctive 'or' of the statute is not of controlling significance. The termini of defendant's hauls are no more fixed than its routes are regular. They are no more fixed or regular than are those of the ordinary drayman. They are as much subject to the caprice of occasion and so cannot be either 'fixed' or regular. 'Fixed' as a modifier of 'termini' denotes predetermination, establishment and a degree of constancy and invariability which excludes subservience alone to mere occasion (Webster's New International Dictionary; 3 Words and Phrases 2830).

"In its complete subjugation to the requirements of recurring occasion, is found a complete differentiation of defendant's hauling from that of the ordinary railroad. The latter's routes and termini are, by predetermination, made both regular and fixed. The routes are fixed by the line itself and the termini confined to its established stations.

"The statute furnishes much internal evidence in support of our interpretation. The statutory definition is self-qualified by its reference to possible 'departures from said termini or route.' That implies a fixing of both route and termini by some sort of predetermination. Otherwise there could be nothing fixed or regular from which to make departures. The time schedules contemplated by the Act have the same implication. It is still more apparent from the provision of Sec. 4, authorizing departures by any carrier subject to the law 'from the route over which it is authorized to operate.' The determination of 'public convenience and necessity' by the Commission, which is prerequisite to any carrier's operating under the law, seems to refer to the convenience and necessity of operation over ascertained and designated highways. The petition for the certificate of convenience and necessity must show 'the public highway or highways over which, and the fixed termini between which, or the route or routes over which, it intends to operate'; also and more significant, the 'proposed time schedule.' The definition itself, as well as its context, shows an intent to exclude rather than include such a general transfer business as that of defendant which hauls as occasion requires and not over routes or between termini made regular or fixed by predetermining plan or custom.

Commission Ruling Inclusive

"We have given attentive consideration to, but cannot follow, the contrary argument. The argument of the Attorney General seeks, first and mainly, to bind us by the finding, made by the Railroad and Warehouse Commission and confirmed by the District Court, that defendant does operate between fixed termini, there being no claim that its routes are regular. The statute does make it a question of fact to be determined by the Commission but the finding is not conclusive. As applied to this case, the fact goes to the jurisdiction of the Commission and would be open to judicial review even though the statute declared to the contrary, which it does not.

"Next, it is argued that the termini of defendant's hauls are fixed within the meaning of the statute. That claim we have already considered. We cannot allow it and no such claim prevailed in any of the cases cited to us, *inter alia*, *Chelan Transfer Co. v. Foote; N. Y., N. H. & Hartford Ry. Co. v. Dexter*. The former case involved transport between definite 'points named in the appellant's certificate' of public convenience and necessity; the latter, motor bus operation 'on public highways between Boston and Brockton, having a fixed terminus in each city.' *Holmes v. Railroad Comm. of California* is equally void of application to the present problem. It had to do only with motor traffic 'over the public highways between San Francisco and San Jose and intermediate points along and over the same routes and roads over which' the complainants were already 'certified carriers.' In each of these cases there was present the regularity of route and fixity of termini, the result of the predetermination of plan or custom, both of which are so conspicuously absent from this case.

"Judgment reversed."

Opinion on Colorado Case

IN the light of the recent decision by the Colorado Supreme Court in the case of *Greeley Transportation Co. v. The People*, it is pointed out by Erwin G. May, Boulder, president of the Colorado Transfer & Warehousemen's Association, the question now arises whether the Colorado transferman hauling occasional loads between cities falls within the classification of a common carrier and as such is subject to the regulations of the State's Public Utilities Commission, thus making it necessary for him to obtain a certificate of public convenience and necessity. Mr. May has made public an opinion on this question as written by Wilbur F. Danious, one of Denver's leading attorneys, for R. V. Weicker, president of the Weicker Transfer & Storage Co., Denver. The attorney's opinion follows:

"You asked me to advise you what effect the recent decision of our Supreme Court, as rendered in the case of *Greeley Transportation Co. v. The People*, has upon your business engaged in the incidental transportation or delivery of freight or property between points, say from Denver to other outlying towns or cities.

"Or, to state the question differently, as I understand, you wish to know whether your business is such as will require you to comply with the rules and regulations of the Public Utilities Commission.

"This question is difficult to answer without a more thorough investigation and is not entirely free from doubt. Inquiring at the office of the Public Utilities Commission, I am advised that it is now the attitude of that commission that, under the decision above mentioned, all carriers of passengers or freight for hire will be required to ob-

tain from that commission a certificate of public convenience and necessity and to comply with its rules and regulations.

"The court in the Greeley Transportation case uses some loose language which would seem to justify the position of the Public Utilities Commission. In that case the court holds:

"'All common carriers are within the Act and the fact that they do or do not compete with the railroads is immaterial.'

"And, again:

"'Defendant stoutly maintains its constitutional right to engage in a lawful business and the invalidity of any statute prohibiting it. The general principle may be admitted, but when that business is affected with a public interest as is that of common carrier, the right of the public to say under what conditions it shall operate is beyond question. When the common carrier seeks to utilize public property such as streets and highways in the operation of that business, obligation and authority become twofold.'

"And, again:

"'It is urged that the record does not support the allegation that defendant's business is similar to and in competition with railroads. We need not examine the claim. The business is clearly that of a common carrier and under the terms of the Act, the certificate of convenience and necessity is essential to its operation.'

"It is to be remembered that the question involved in the Greeley case was as to the right of an automobile transportation company to conduct the business of carrying passengers between fixed points and over established routes, and in that case the company was enjoined from carrying on the business of transporting passengers for hire by automobile between certain designated points and in competition with railways without first obtaining a certificate of convenience and necessity.

Two Kinds of Carriers

"If that case is confined to its facts, I do not think it is authority for the proposition that you must likewise obtain such a certificate. I base my conclusions upon the proposition that your business properly construed is not that of a common carrier as defined in the Public Utilities Act. The law recognizes two classes or kinds of carriers, *viz.*, private carriers and common carriers. A private carrier is one who, without being engaged in such business as a public employment, undertakes to deliver goods in a particular case for hire or reward. A common carrier is one that holds itself out to the public to carry persons or freight for hire. A common carrier differs from a private carrier in that it is obligated by law to undertake the charge of transportation for all persons who offer to meet its terms, while a private carrier need not do so except upon special agreement.

"If your business is that of a common carrier, you are not the common carrier classed as a public utility under the Public Utilities Act of the State of Colorado. This Act was passed in 1913, and amended in 1915 and again in 1917. Up to this time its provisions were never thought to include such incidental transportation as that furnished by garages or the hauling of freight by transfer companies. In no event would the provisions of the Act apply to transportation within the corporate limits of the city and county of Denver, as the Public Utilities Commission has no jurisdiction within the limits of the city.

"Section 2913 of the Compiled Laws of the State defines the terms 'public utility' as: 'The term public utility when used in this Act includes every common carrier and every corporation or person now or hereafter declared by law to be affected with a public interest, and each thereof, is hereby declared to be a public utility to be subject to the jurisdiction, control and regulation of the commission and to the provisions of this Act.' It becomes, then, important to ascertain the meaning of the term 'common carrier' as defined in this section. The statute defines this term. In Section 2912 of the Compiled Laws, it is said:

"'The term "common carrier" when used in this Act includes every railroad corporation . . . and every other corporation or person affording a means of transportation by automobile or other vehicle whatever similar to that ordinarily afforded by railroads or street railways and in competition therewith *by indiscriminately accepting, discharging and laying down either passengers, freight or express between fixed points or over established routes.*'

"And Section 2914 of the Compiled Laws provides:

"'Any person, firm, association of persons or corporation now or hereafter engaged in transporting passengers, freight or express for hire in this State in any automobile or other vehicle whatever, and operating for the purpose of affording a means of transportation similar to that afforded by railroads or street railways and in competition therewith by indiscriminately accepting, discharging and laying down either passengers, freight or express *between fixed points or over established routes* is hereby declared to be affected with the public interest and to be a public utility and subject to the laws of this State now in force and effect or that may hereafter be enacted pertaining to public utilities.'

"Construing the above sections together, it seems clear to me that, where carriers hold themselves out to accept and transport passengers or freight indiscriminately between fixed points or over established routes, then they are to be regarded as a public utility and not otherwise; that is to say, if you undertake to transport freight or goods between, say, Denver and Boulder, for all persons who may desire your services, then you would be a public utility under this law.

"On the contrary, if your business is that of a public warehouseman and you have not established fixed points or established routes for transporting goods, but simply on occasion for special customers, and upon a special contract or agreement in each instance incidentally undertake to transport at infrequent intervals goods, say, between Denver and some outlying point, you are not the carrier or public utility defined in this Act and it would not be necessary for you to obtain a certificate of convenience and necessity from the Public Utilities Commission, nor would you be governed by its rules or regulations.

"As I have said, the opinion of the court in the Greeley case contains some loose language or expressions which apparently run counter to these views, but when confined to the facts of that case should not be taken as authority contrary to the opinion which I here express.

"However, as before stated, the attitude of the Public Utilities Commission will be that your business comes within the provisions of the Utilities Act as construed by the court in the Greeley case and that it will be necessary for you to obtain a certificate of convenience and necessity before transacting business without the city limits of the city and county of Denver, and the question will have to be settled by the Courts in some appropriate action. When properly presented, I am of the opinion that the Courts will hold that your business is not the business classed as a public utility, and subject to regulation by the Public Utilities Commission."

A Sheriff's Attachment

LEGAL EDITOR, *Distribution and Warehousing:* In reading *Distribution and Warehousing* we notice that you answer many legal points which are of interest to manufacturers as well as warehouse companies.

In a certain city our account was handled by a company which leased their storage space. They were unable to pay their rent, and the company proceeded to transfer this stock to other warehouses as promptly as possible. But before the stock was all transferred the owner of the building had the sheriff attach our stock to cover the rent due.

We owed nothing to the company handling our account and we would like to know if our stock can be held to cover the full amount of the rent due the landlord.—*Welch Grape Juice Co.*, Westfield, N. Y.

Answer: Landlord has no legal right to hold goods belonging to you for rent due by his tenant who happened to be your representative. Only trouble is you will have to let a lawyer handle the matter for you to dismiss the attachment or execution or whatever it was that was issued—and that possibly may cost more than the goods are worth.

Lien on Goods

TWO inquiries similar in character come to the legal editor from warehouse companies in Michigan.

Edgar's Sugar House, Detroit, writes: "Is it permissible for warehousemen to hold any merchandise whatsoever, as

(*Concluded on page* 46)

WITH THE ASSOCIATIONS

HERE is presented in tabloid form that Association news that is *of general interest* to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

A. W. A.

TO determine whether the New England and New York members of the merchandise division of the American Warehousemen's Association desire to hold a regional meeting, similar to the "Town Meeting" staged by the Central West members at Chicago in July, a circular letter of inquiry was mailed to the New Englanders and New Yorkers in August from the association's merchandise division office in Chicago.

The inquiry was sent out at the request of Samuel G. Spear, Boston, and Col. P. L. Gerhardt, New York City, who are members of the division's executive committee.

Syracuse, N. Y., and October 4 and 5 were tentatively set as the place and time of the meeting should a sufficient number of the region's members indicate they wanted one to be held.

New Members

Election of the following companies to membership in the merchandise division of the A. W. A. has been announced at the Chicago office:

Baier Transfer & Storage Co., Detroit. Fred J. Baier is proprietor and Millie F. Baier is secretary.

Burch Warehouse & Transfer Co., Pueblo, Colo. F. J. Burch is president and Harold E. Burch is secretary.

Carey's Transfer & Storage, Rochester, Minn. J. M. Carey is owner.

De Pue Warehouse Co., San Francisco. Gerald FitzGerald is president and W. E. Jones is vice-president and general manager.

Roanoke Public Warehouse, Roanoke, Va. C. D. Johnston is manager.

British

THE British Furniture Warehouse & Removals Association held its thirteenth annual meeting in London on June 9 and 10, with J. R. Harris, vice-president, in the chair in the absence of J. Godden, the president, who was ill.

T. A. Jackson, Chicago, attended the meeting and addressed the delegates on the subject of removal and warehousing conditions in America, and answered a large number of questions.

C. A. Barnard, London, in a talk on "What They Do in America" paid a tribute to the industry's trade association activities in the United States.



Julian M. Gibson

At the Mackinac Island convention of the National Furniture Warehousemen's Association Mr. Gibson was elected a vice-president and central division regional director. He is vice-president and general manager of the General Warehousing Co., St. Louis.

New York Furniture

THE New York Furniture Warehousemen's Association held a golf outing at the Winged Foot Club at Mamaroneck, N. Y., on Aug. 10, about thirty members competing for the cup offered by Howard S. Tierney of Howard S. Tierney, Inc. The prize was won by Herbert Bragg, of the Trans-Continental Freight Co., with a low net score of 68, his gross score being 103. Other prizes were won as follows:

First low net, score 68, Herbert Bragg. First low gross, score 95, Rudolph C. Knipe, Jr. First blind bogey, between 85 and 95, a tie between George Kindermann and Louis Schramm, Jr., with a score of 85, the two dividing the award. Second blind bogey, between 100 and 110, William R. Wood, with a score of 105.

The tournament was followed by a dinner in the evening.

—*K. B. S.*

N. Y. Cold Storage

AT the thirteenth annual meeting of the New York State Cold Storage Association, held at Spring Brook Inn in Caledonia, N. Y., officers were elected as follows:

President (reelected), J. R. Shoemaker, vice-president Hygeia Refrigeration Co., Inc., Elmira.

First vice-president, Gifford Morgan, president Brockport Cold Storage Co., Inc., Brockport.

Second vice-president, Harry C. Lewis, secretary Merchants Refrigerating Co., New York City.

Secretary-treasurer (reelected), E. A. Rogerson, secretary Rogerson Cold Storage, LeRoy.

Mr. Shoemaker, in his report as president, said the past year had not been wholly satisfactory because of market and other conditions. He emphasized that cold storage warehouses in the State interested in handling eggs and dairy products were finding themselves increasingly adversely affected by wide variance in the texts and enforcement of State law affecting the industry. The decrease in egg holdings in cold storage warehouses in the State was attributable largely to these conditions, he said, whereas marked increase in such holdings were noted in States where regulations were liberal.

In his report as secretary, Mr. Rogerson said the association had an active membership of seventy-five companies and an associate membership of two companies.

Ralph C. Stokell, Chicago, executive secretary of the cold storage division of the American Warehousemen's Association, stressed the importance of general adoption of the standard contract terms and conditions, and of warehousing's simplified forms.

Texas

THE Texas Warehouse & Transfermen's Association held its semi-annual meeting at the Nueces Hotel, in Corpus Christie, on June 18 and 19, with twenty-seven member companies represented by more than twice that number of persons. Subjects discussed included insurance, inter-city removals, legislation and ethics.

Wilson V. Little, Chicago, executive

Truck Operators Organizing

DEFINITE steps toward the organization of a national association to represent motor truck operators and shippers were taken at a recent conference called by the Truck Users National Conference at the City Club in New York. As a result of the strong opinion that such an association was much needed, a committee was appointed to work out the plans.

secretary of the merchandise division of the American Warehousemen's Association, addressed the delegates on forms simplification, the standard contract terms and conditions, and the fundamentals of the basis of rates.

Frank E. Scobey, San Antonio, and Mrs. Scobey were hosts at their summer home at a residential resort near the city.

The annual convention will be held in San Antonio some time in the late autumn.



Here are some Bay State storage executives at play. Upper left, Gardner Poole (president American Warehousemen's Association), Jerome C. Smith, Morrill Wiggin, Burt Gage. Upper right, off the 19th hole; standing, Thomas, Carruth (of Chicago, actuary merchandise division American Warehousemen's Association), Beeton, Driscoll; seated, Jenks, Gerety, Sizer, Samuel G. Spear (president Massachusetts Warehousemen's Association), Olin M. Jacobs (secretary Massachusetts association), Bacon, Horton, Larkin. Lower left, Appleton King demonstrating to C. B. Carruth (in mufti) how to get a hole with an "encyclopedia"—the basis being 7-11-44. Lower right, a demonstration of "still moving"—Greely, Gerety, Wheeler, Jacobs.

New York Port

THE Warehousemen's Association of the Port of New York suspended meetings during July and August. At its June meeting, held at the Whitehall Club, it was voted to authorize a committee—H. B. Whipple, New York, chairman; W. C. Crosby, New York, and Eno Campbell, Hoboken, N. J.—to collect funds to aid in the campaign being carried on jointly by steamship, towboat, lighterage, railroad, insurance and warehousing interests to check losses through theft and pilferage of merchandise within the harbor district, ashore and afloat. The three committee members are warehousing's representatives on the Joint Committee of Marine Interests of the Port of New York to Suppress Theft and Pilferage.

The June meeting was addressed on the subject by Cornelius H. Callaghan, chairman of the joint committee, and vice-president of the Maritime Exchange, who told of "lawless conditions existing in our harbor," and cited incidents of losses through theft and pilferage. He told the warehousemen that they were vitally interested as "bankers of merchandise."

W. F. Firth, New York, the association's president, brought up for discussion the standard contract terms and conditions as transmitted by the Department of Commerce and it was voted to adopt them.

During the roll call collections were reported fair, labor plentiful, demand for pier space good, and receipts generally exceeding deliveries. Space occupancy ranged from 52 to 95 per cent.

Massachusetts

THE annual outing of the Massachusetts Warehousemen's Association took place at the Hoosick-Whisick Country Club, at Ponkapoag, on Aug. 5. As the thirty-five members and guests were seating themselves for dinner on the club veranda the dirigible Los Angeles swooped down so low that the warehousemen had no difficulty discerning the occupants—an unexpected spectacle which Tarrant B. King, Boston, chairman of the outing committee, claimed was purposely staged for the association's entertainment.

The warehousemen participated in golf and tennis, first prizes going respectively to Jerome C. Smith and Morrill Wiggin. Samuel G. Spear, Boston, the association's president, received a box of "jewels" as the booby prize for the poorest golf score. Various other awards were made, including one to a "storager," here unnamed, "for out-distancing his rivals at the 19th hole."

Guests included Chester B. Carruth, Chicago, actuary of the merchandise division of the American Warehousemen's Association and formerly secretary of the Bay State organization; and Clarence R. OBrion, formerly treasurer and general manager of the New Bedford Storage Warehouse Co.

Conditions as reflected by warehousing associational activities in the Central West and along the Pacific Coast were described by Mr. Carruth, who said the organizations were more and more becoming interested in better practices.

—S. F. Holland.

Illinois Furniture

AT a recent meeting of the Illinois Furniture Warehousemen's Association, held in Chicago, officers and directors were reelected as follows:

President, Ralph J. Hood, president Lincoln Warehouse & Van Co., Chicago.

Vice-president, A. H. Hollander, president Hollander Fireproof Warehouses, Chicago.

Secretary, James L. McAuliff, secretary David Fireproof Storage Warehouses, Chicago.

Treasurer, W. H. Collin, secretary Empire Storage Co., Chicago.

Directors, the foregoing, and David Bowes, Chicago, vice-president Judson Freight Forwarding Co.; M. H. Kennelly, president Werner Bros. Fireproof Storage Co., Chicago; Paul A. Rensh, secretary Evanston Fireproof Warehouse, Evanston, and Frank W. Schauler, president Frank W. Schauler Co., Chicago.

The Glen Ellyn Storage & Transfer Co., Glen Ellyn was elected to membership.

Leet Now Western Manager of Our Industry's Journal

DISTRIBUTION AND WAREHOUSING takes pleasure in announcing that Willis D. Leet, Chicago, until recently manager of Distribution Service, Inc., has returned to the business staff of this "business paper of the warehouse industry." He becomes the Western Manager in charge of *Distribution and Warehousing's* Chicago office, at 10 La Salle Street, the Otis Building. Richard J. Kelly, formerly Western advertising representative, has resigned. The appointment of Mr. Leet was made by Andrew K. Murray, president and business manager, following a recent conference in Chicago.

In returning to *Distribution and Warehousing*, Mr. Leet takes up once more with an "old love." In 1913 he and H. T. Lay, later to die in France during the World War, organized a company which in 1914 took over the *Team Owners' Review*, then being published in Pittsburgh primarily for freight cartage interests.

Willis D. Leet



Mr. Leet returns to "Distribution and Warehousing" as this journal's western manager

An analysis of the subscription list of that journal showed that transfer and storage men were in the majority, and accordingly the publication's name was changed in 1915 to *Transfer & Storage*, which in May of 1917 was sold to the Class Journal Co., New York—now the Chilton Class Journal Co., Philadelphia. Mr. Leet then transferred to New York as a member of *Transfer & Storage's* business staff.

In November, 1918, Mr. Leet became the publication's Western representative, with his office in Chicago, and about a year later *Transfer & Storage* was named *Distribution & Warehousing*, which in turn was altered in 1925 to *Distribution and Warehousing* after the journal had been purchased from the Chilton Class Journal Co. by Distribution and Warehousing Publications, Inc., headed by Mr. Murray.

In March, 1923, Mr. Leet resigned his connection with the journal to organize, in company with H. F. French (who simultaneously resigned from the sales department of the former Moores & Dunford Engineering Corp., warehouse architects, Chicago), a warehousing cooperative business promotion corporation, known as Distribution Service, Inc. Mr. Leet entered on his new duties as president of Distribution Service, Inc.

Subsequently Distribution Service, Inc., still successfully operating, was reorganized by the member companies and taken over by them. Mr. French withdrew, but Mr. Leet continued his connection and became Chicago manager.

Widely and favorably known throughout the public warehouse industry, Willis D. Leet has long been a familiar figure at trade association conventions. It is probable that he has as many friends in warehousing as any other man today. He is a keen student of warehousing—merchandise, household goods and cold storage; knows warehousing's problems and difficulties, and has the confidence and esteem of the executives engaged in the business. He is married and has one daughter, Leonora, and resides in Chicago.

It is believed that the industry will congratulate *Distribution and Warehousing* on the return of Mr. Leet to the publication's business fold.

Edward Worthington Dead

Edward Worthington, president of the Security Storage Co., Cincinnati, died at his home on July 28, aged eighty-six years, after an illness of less than two weeks.

Mr. Worthington was nationally known as a financier and a philanthropist. He was a director of the Fourth and Central Trust Co., and manager of the Wiggins estate. He had been a lifelong member of Christ Church, and for many years has been a junior warden, a vestryman and treasurer of that institution. One of his last philanthropic movements was the erection of a trust fund of $15,000, proceeds of which are to be used in the maintenance of the church program.

As president of the Security company, Mr. Worthington was a member of the National Furniture Warehousemen's Association and the Ohio Warehousemen's Association. Don C. Welch, the company's manager, was recently elected secretary of the Ohio body.

New Trenton Company

Prospect Warehouses, Inc., has been organized in Trenton, N. J., and incorporated, with a capital of $5,000, by C. Lewis Lavine, Harold Ray and Helen M. Runyon, to operate storage buildings.

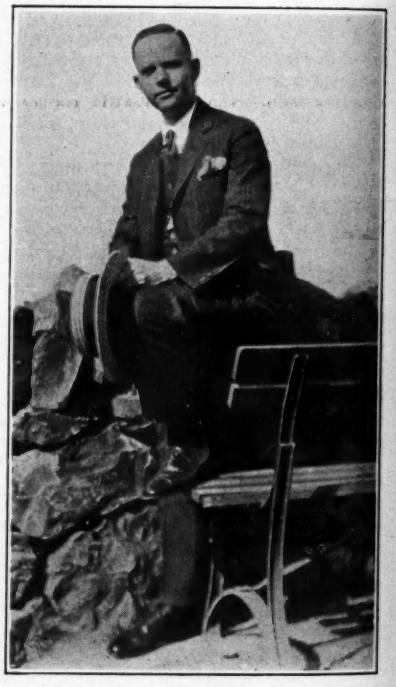
W. B. Fohlin Is Winner of Empire Limerick Contest

HERE is a snapshot of W. B. (Walt) Fohlin, winner of the $100 prize offered by the Empire Storage Co., Chicago, for the best "Empire" limerick submitted at the recent annual convention of the National Furniture Warehousemen's Association at Mackinac Island, Mich.

Mr. Fohlin is secretary of the Spokane Transfer & Storage Co., Spokane, Wash., one of the National's member companies. He has in the past been a contributor to the *Two Bits* page of *Distribution and Warehousing*. His winning limerick in the Empire company's contest follows:

"Three moves are as bad as a fire"
If a non-member mover you hire.
The reason is plain—
They simply can't train
The "National" way like EMPIRE.

W. B. Fohlin



A Spokane warehouseman whose literary musings won him a $100 prize in the N. F. W. A. limerick contest

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Little Rock Plant Begun

Construction was begun in August on the $400,000 warehouse being erected by the Terminal Warehouse Corp., Little Rock, Ark. With a frontage of 300 feet on Markham Street and a depth of 125 feet, the building, of reinforced concrete, will stand five stories high and contain 200,000 sq. ft. of floor space. There will be switching tracks for fourteen railroad cars.

Old Family Album Series: Sketch of Arthur T. George

(*Concluded from page 35*)

Biff a mustang behind the ear in a certain way and he flops."

Mr. George was not asked to give a demonstration on the spot.

It was on one of these broken-in mustangs that young George delivered the first newspapers from Philadelphia to Media after the great blizzard had burst over the section in the winter of 1888. Editor Chadwick, who published a Democratic newspaper in Media, just had to get the Philadelphia papers on time, and, knowing George and his way of "putting things over," offered him $25 by way of inducement. The roads, entirely snowbound to ordinary traffic, looked impossible to negotiate, but George and his trusty mustang, with his big bundle of *Public Ledgers*, got through, and the editor "came across" as he had promised.

The only other carpentering job held by George, in addition to his work for Reeves, was a position with Thomas M. Seeds. During his eight years of living near Media and working in Philadelphia, George never missed a train, although there were occasions when the railroad was tied up on that division and the train missed him, so to speak. He would catch the 5.48 a. m. train for Philadelphia and return on the 7.18 p. m. train, with precision, when the cars were running and when he didn't have night work.

Any lad born on a farm is used to early rising, and this habit is firmly ingrained in George. Today he, though president of the company, is the very first one down to open the doors for the day's work.

20th Century Organized

In 1910 Mr. George, together with George H. Borst, sculptor and musician, went into the building business at Eleventh and Spruce Streets, Philadelphia. This partnership was singularly successful from the start. Mr. George has superintended the erection of numerous big public and private buildings in and around Philadelphia. He is notably successful in obtaining the best possible work out of gangs of men, and he has a hoisting engineer's license himself. He knows how things should be done in detail, and his men respect him for this knowledge.

From the building business Mr. George and Mr. Borst seemed to enter naturally into the warehousing trade. In 1916 they purchased the present site of the company's plant, at 3120 Market Street, opposite the West Philadelphia station of the Pennsylvania Railroad, and in the following year the Twentieth Century Storage Warehouse was built, becoming at once one of the commercial show places of the city because of its size and splendid appointments. The present officers of the company are Arthur T. George, president; W. H. Protzman, vice-president and treasurer, and W. A. Cassell, operating executive. The concern now combines real estate with storage and moving.

Mr. George's philosophy in life is revealed in his motto, "Don't make excuses —make good." He is an ardent member of the National Furniture Warehousemen's Association and of the Pennsylvania Furniture Warehousemen's Association. He spends some of his vacations in Jacksonville and in St. Petersburg, Fla. He plays glof, as he says, principally to reduce his weight, and it comes to being as near a hobby as anything he does, outside of work. He is married and has two daughters.

—*K. H. Lansing.*

H. H. Smith Organizes

The H. H. Smith Storage Company has been organized with Herbert H. Smith as general manager in Kansas City, Mo., and has opened its warehouse for the storage and distribution of general merchandise. The company's general office is 1512 Waldheim Building.

Mr. Smith has long been identified in a managerial capacity with various warehouse companies in Kansas City.

Butler Would Run for U. S. Senate

WILLIAM M. BUTLER, president of the New Bedford Storage Warehouse Co., who is filling the unexpired term of the late Henry Cabot Lodge as a United States Senator from Massachusetts, has qualified as a candidate for the Republican nomination for that office.

Certified signatures from eight counties, together with signatures previously filed from the other six counties in the Bay State, assure the placing of his name on the ballot. It was stated at his office on Aug. 9 that the signatures to that date totalled 76,387.

New Dodge Truck

The latest additions to the commercial trucks sold by Dodge Brothers, Inc., Detroit, are two types each of 2-ton capacity. These chassis will be supplied with a variety of bodies suited to virtually every requirement. The shorter model, for 9-foot bodies, has a wheelbase of 137 inches; the longer, for 12-foot bodies, has a 162-inch wheelbase. The trucks have the same structural features found in the Graham Brothers 1-ton and 1½-ton models.

Grain Warehouse Blaze

The three-story warehouse of the New England Grain Co., on Brown's Wharf in Portland, Me., was destroyed by fire on Aug. 10. Hundreds of pigeons perished.

Wanted: "John Thornton" by Baltimore Postal Inspector

"JOHN THORNTON" is wanted by the Federal authorities in Baltimore for alleged violation of postal laws and regulations, and, because "Thornton" made use of one of Baltimore's large warehouses for his alleged swindling operations, Post Office Inspector George E. Brill of that city has requested *Distribution and Warehousing* to publish a description of the man wanted—with the thought that he may bob up at a warehouse and perhaps be apprehended.

"The man sought claimed to be an operator in grains," according to Inspector Brill, "but confined himself to eggs and produce while here, overquoting the market to secure preference over other commission merchants; he had a small inclosed office in a large second-story room at 17 Guilford Avenue, and used a warehouse for handling, receiving and storing consignments, selling his stuff from there; he departed without notice, owing the warehouse company and causing them considerable trouble and annoyance because of his advertised connection with them. He left no clue at the office or his apartment by which he could be traced."

The personal description of "John Thornton" as furnished to police departments in various cities, and which *Distribution and Warehousing* is asked to publish, reads:

"Came to Baltimore Nov. 15, 1925—disappeared Feb. 24, 1926. Age 55 to 60; height 5 ft. 7½ in.; weight 175-180 lb.; gray hair, bald on top; mustache mixed sandy gray and well trimmed; complexion slightly florid; cheek bones high; small, puggish nose; good teeth (but may have been false); did not wear glasses except for reading; well built man; wore black derby hat; had watch and chain—gold; wore long, dark tannish Oxford ulster; carried cane and gloves; wore white muffler at times; carried black handbag. Quiet in manner and is an Englishman. Claimed to be a grain broker — 'Grain-Flour-Produce-Buyers-Distributors-Exporters,' operating as 'John Thornton & Company.' Talks grain and grain connections.

"The man known here as Thornton (quite likely an assumed name) will possibly be found in localities where desk space or small office rooms are rented with service, engaged in a business involving handling grain, produce or other commodities; he had a warehouse connection here and swindled the owners. He may be known at cold storage plants, or at Swift's, Armour's or similar places. While here he sold heavily to Swift's; he overquoted the market to secure large shipments of produce, eggs principally. If located, notify George E. Brill, Post Office Inspector, Baltimore, Md."

The circular says "Thornton" had a wife, "Evelyn," about 40 or 45 years in age, short in stature, 100 to 115 pounds in weight, light complexion, flaxen brownish hair, thin face, sharp nose, apparently an English woman.

From the Legal Viewpoint; Cases of Lien on Goods

(*Concluded from page 41*)

long as the merchandise is not tied up by negotiable warehouse paper, for charges which may have accrued on other merchandise, which merchandise had been withdrawn prior to our client going into bankruptcy?"

The Tobaison & George Transfer Co., Muskegon Heights, writes:

"We had in storage for one company six automobiles at the rate of $3 per car per month. They withdrew four of these cars without paying storage charges. We still hold two cars. The company which stored the cars has now gone bankrupt. We would appreciate the following information:

"Can we hold the storage charges due on the four cars released against the two we still have? In what manner shall we still hold?"

The statute pertinent in both these cases is set down under Section 6538 subdivision 3 of the Compiled Law of Michigan, which provides:

"Where a quantity of goods, warehouse and merchandise or other personal property is stored at one time and as one parcel and portions of it are from time to time delivered without payment of storage charges, said warehouseman shall have a lien upon the portion left and for expenses paid as above on the whole."

In other words, the two companies have a lien on the goods still stored with them.

Registration Ruling

OF interest to warehousemen who operate motor trucks in Oklahoma and adjoining States is a recent decision by the Oklahoma State Supreme Court, holding that the State's Highway Commission has no power under existing laws to compel the registration of commercial motor vehicles plying in interstate business from other States.

The decision affirmed a ruling by Judge J. J. Smith of the Ottawa County District Court, which granted a permanent injunction to the Inter-State Grocer Co., Joplin, Mo., restraining the Oklahoma Highway Commission from arresting the company's drivers and seizing the trucks in an attempt to force the purchase of registration tags.

It is estimated that from $15 to $300 a year a truck will be saved to business interests by the Supreme Court's decision.

A Decision Clarified

To correct possible misunderstanding as to the effect of the recent decision by the United States Supreme Court—as set forth in the July issue of *Distribution and Warehousing*—on the constitutionality of the California auto stage and truck transportation act of 1917, Arthur H. Smith, secretary-manager of the Motor Carriers' Association of California, has pointed out that the Court's decision in the Frost and Frost case does not affect the constitutionality of that act as a whole but merely the constitutionality of one of the act's amendments passed by the 1919 State Legislature two years after the original enactment.

The amendment, now held unconstitutional, required contract freight carriers to apply to the State Railroad Commission for certificates as common carriers.

Household Goods Tariffs

The Interstate Commerce Commission has suspended, from July 30 until Nov. 27, the operation of railroad tariff schedules which propose to restrict the present freight rates on household goods, carloads, from New Orleans, La., and points grouped therewith to points in southern territory, to apply only on traffic from beyond. This will have the effect of applying higher class rates from New Orleans, La., proper.

Delaware Truck Ruling

Operators of transportation concerns in Baltimore and other points in Maryland are considerably exercised over action on the part of the highway officials of Delaware, who have refused to permit either motor trucks or buses operated for hire to enter Delaware without first being registered in that State. Warehousemen and others interested attended a conference which was held recently under the auspices of the Baltimore Automobile Trade Association, Inc., at which the subject was discussed. A large number of trucks have been stopped as they were entering Delaware.

As soon as the subject came to the attention of the Maryland authorities, E. Austin Baughman, State Motor Vehicle Commission, took up the matter with Delaware officials. He has been notified that Robert H. Richards, attorney for the Delaware Highway Department, gave the opinion which bars the Maryland vehicles, and that the opinion has been concurred in by Clarence A. Southerland, Attorney-General of Delaware. Mr. Baughman was notified that the opinion given by Mr. Richards declares that there is no other course that can be followed under the law.

Thomas H. Robinson, Attorney-General of Maryland, is to be given the facts of the case and will advise the State Motor Vehicle Commissioner as to what action to take.

East-West Service

The Mutual Dispatch Freight Co., a consolidated car-loading and distributing service, has been organized by Walter Lower, president of the Pacific Terminal Warehouse Co., Inc., Pasadena, Cal., for the forwarding of commodities transcontinentally either by rail or through the Panama Canal.

The eastern division will be operated by the Horstmann Warehouse Co., Inc., Brooklyn, and the western division by the Pasadena firm.

Store door delivery and pick-up distribution service will be inaugurated, according to Mr. Lower.

Truck Operators in Texas Suggest Regulation Plans

REPRESENTATIVES of shipping and transportation interests, warehousemen and officials of chambers of commerce from various parts of Texas, to the number of nearly one hundred, attended the recent public hearing held before the State Railroad Commission to consider the proposition of establishing rates, rules and regulations to govern the operation of express companies by motor truck. After a full presentation of the views of many of those present the Railroad Commission announced that it would take the recommendations under advisement.

The motor truck operators recommended the adoption of the western classification and Texas lines exceptions now in effect governing carrier by railroads, and also proposed the adoption of a mileage scale of rates, dividing the distances into groups similar to the present scale for class rates for railroads in Texas, limiting rates to four classes.

The schedule proposed is the same as the present class rates for transportation of freight by rail up to and including thirty miles, above which there is a gradual increase over all rail rates.

Further recommendations were the use of uniform bill of lading, similar to that in use by carriers by rail in official Southern and Western classification territory, to cover the receipt of goods tendered for shipment by motor truck carriers and the adoption of rules to prevent discrimination, rebate and free service.

Another proposal was that the routes over which the motor carrier operates be designated to the railroad commission in detail; that the headquarters address and chief operation offices be reported, and that once a route is designated, it may not be varied from without due notice and approval of the commission.

Another recommendation was that the acceptance of perishable products be optional with the operator and that the rates shall not contemplate "pick-up and delivery" service. It is recommended also that the establishments of schedules be wholly under the control of the operators and that the commission make no attempt to regulate them.

Tooker-Pacific Chain

The Tooker Storage & Forwarding Co., operating merchandise warehouses in Chicago and New York, and the Pacific Southwest Terminal Co., with a similar plant in Los Angeles and connections in San Francisco and San Diego, have completed negotiations for a cooperative arrangement in warehousing and distributing and forwarding goods for national distributors, it is announced by C. F. Partee and J. S. Craig, heading the Los Angeles firm. In effect the arrangements establish a trans-continental chain of warehouses along the lines of the Union Pacific railroad system.

Canned Goods Now Within U. S. Warehouse Act Scope

THE protest on the part of merchandise division of the American Warehousemen's Association against the proposal by the Department of Agriculture to extend the scope of the United States Warehouse Act to include canned goods has been without avail.

Under date of Aug. 13 the department announced in Washington that:

"The storage of canned food under the United States Warehouse Act is authorized under regulations which have just been promulgated by the Secretary of Agriculture. Under these regulations canned foods are defined to mean 'fruits and vegetables sterilized by heat and packed in hermetically sealed containers.'"

The merchandise division of the A. W. A., at its mid-summer "town meeting" in Chicago in July, adopted a lengthy resolution, in effect addressed to the Department of Agriculture, declaring the department to be without authority of law in advocating extension of the United States Warehouse Act to canned or other manufactured goods.

Two Forms of Receipt

The Chicago resolution pointed out that the uniform warehouse receipt, as issued by warehousemen under the uniform Warehouse Receipts Act, now in effect in forty-four of the States, "offers to the patrons of warehouses a form of collateral security recognized as satisfactory for merchandise loans and acceptable for discounting in Federal Reserve Banks."

The memorial urged that the government "not in any way propose to imperil" the millions of dollars invested by the association's members by extending the scope of the United States Warehouse Act to include canned goods and thereby creating a receipt in effect competing with the present receipt issued under the uniform Warehouse Receipts Act.

Philip Godley, Philadelphia, who introduced the resolution, told the delegates that the broadening plan—now put into effect at Washington—would be "virtually telling the world" that the uniform Warehouse Receipts Act receipt was inferior to the United States Warehouse Act receipt. Mr. Godley contended that for canned goods and manufactured goods the uniform Warehouse Receipts Act receipt today in use was satisfactory as collateral,

The statement issued by the Department of Agriculture on Aug. 13 adds:

"The placing of canned foods on the eligible list for storage by warehousemen licensed by the Secretary of Agriculture is in answer to demands from canners, growers, and growers and canners' associations in various States.

"The pea canners and growers of Wisconsin requested such action almost two years ago. Canners and various growers' associations in California and Oregon made similar requests a year ago. Last winter the Tri-State Canners' Association, which is composed of canners in Delaware, New Jersey and Maryland, at its annual meeting petitioned the Secretary of Agriculture to promulgate rules to store their products under the Federal law. The National Canners' Association at its annual meeting in January made a similar recommendation. Some time ago growers of various fruits in New York, Michigan, Washington and Wisconsin expressed a desire to have canned fruits made storable under the law.

Would Improve Packing

"In making these requests to the department it has been repeatedly represented that the Federally licensed warehouse receipt will make it possible to finance not only more generally, but to greater advantage. Proper financing, it is felt, will relieve growers' associations and canners whose present financing ability is somewhat limited from being forced to dump their packs on the market at a time when the market is already loaded.

"The regulations are so worded as to improve warehousing and canning methods and to safeguard the interests of persons accepting the warehouse receipts as collateral for loan purposes. Under the regulations it will be necessary for many canners to improve their pack and establish more definite standards and grades and live up to them.

"Careless and indifferent methods and lack of observation of grades will not be tolerated. All products must be inspected by Federally licensed graders before they enter storage, and if they do not meet the regulations, the warehouseman is prohibited from accepting them. The regulations are not arbitrary, but an honest attempt is made to improve conditions and to help place the canning industry on a sound basis."

Seven September Hearings in I. C. C. Truck Inquiry

(*Concluded from page 48*)

and Denver in the inquiry into the problem of interstate motor vehicle regulation, the commission's further scheduled sessions are as follows:

Sept. 1, Detroit—Hotel Statler, 9 A. M., before Examiner Flynn.

Sept. 8, Boston—United States Court rooms, 9 A. M., before Commissioner Esch and Examiner Flynn.

Sept. 10, New York City—Rooms of Merchants' Association, Woolworth Building, 9 A. M., before Commissioner Esch and Examiner Flynn.

Sept. 15, Asheville, N. C.—Battery Park Hotel, 11 A. M., before Commissioner Esch and Examiner Flynn.

Sept. 20, Dallas, Tex.—Jefferson Hotel, 10 A. M., before Examiner Flynn.

Sept. 24, Kansas City, Mo.—Chamber of Commerce rooms, 10 A. M., before Examiner Flynn.

Sept. 29, Washington, D. C.—In office of commission, 10 A. M., before Commissioner Esch and Examiner Flynn.

Detroit Interests Plan a $400,000 Terminal Project

DETROIT is to have another massive cold storage and merchandise storage plant—a $400,000 building, construction of which has been begun at Wabash Avenue and the Michigan Central Railroad by the Great Lakes Terminal Warehouse Co., recently organized.

A New York banking firm, A. C. Allyn & Co., is offering an issue of $1,750,000 closed mortgage 6½ per cent sinking fund gold bonds, due in 1941, at 100 and interest to yield 6½ per cent.

According to plans announced in Detroit, the new terminal, to be completed next March, will be of reinforced concrete, fireproof, and will be eight stories high, 420 feet long, 139 feet wide, and contain 500,000 square feet of floor space. One hundred and fifty feet of the length will be used for cold storage and the rest for dry storage. The roof, which will be utilized for open storage, will be so constructed that a light trussed awning may be erected to form a ninth floor.

One end of the warehouse will be used for office space on the first floor and for rooms, on the other floors, where importers and wholesalers may have branch offices and display space. The upper floors will be served by a high speed passenger elevator.

Except for the office area, the first floor will be devoted to handling commodities. A railroad spur will run into the building, and truck platforms to accommodate forty vehicles will be at one end of the structure.

Seven freight elevators will be installed. Into these trucks may be run and lifted to the required floors, where a system of cranes will unload the goods for storage.

Three huge refrigerating machines will be electrically operated. An indication thermometer will record the temperatures of all rooms, and electric fans operating in shafts will be used to effect temperature changes. Twenty-eight refrigeration rooms will be equipped to handle commodities.

In the dry storage section chutes will be used to load trucks and freight cars.

Spencer to Be Manager

The officers of the Great Lakes Terminal Warehouse Co. are as follows:

Chairman of the Board of Directors, Carl B. Tuttle, treasurer of the S. S. Kresge Co.

President, William N. Miller, president of the William N. Miller Co.

Vice-president and general counsel, George B. Yerkes, of Yerkes, Simon & Goddard, attorneys.

Vice-president and general manager, John T. Spencer, who has been identified with Detroit warehousing for about twenty years.

Secretary, Raynor H. Miller, vice-president and secretary of the William N. Miller Co.

Treasurer, Curtis G. Dunham, assistant treasurer of the S. S. Kresge Co.

Popularity of "Flats" May Change N. Y. Moving Date

OCT. 1, which has virtually supplanted May 1 as New York City's annual moving date, stands in danger of being supplanted in turn by July 1 as the day on which New Yorkers will seek changes of location, according to F. S. Bancroft, vice-president of Pease & Elliman, Inc., New York real estate operators.

"In days not far distant the great moving day in New York City was May 1," the New York *Times* quotes Mr. Bancroft as saying. "This was in the days when the private house was predominant in the real estate field, and May 1 was selected merely because people wanted to make their arrangements for the fall before leaving for the country.

"In those days it was not so easy and simple to run in and out of New York as it is today. With the growth of the apartment house idea, the change to Oct. 1 obviously was brought about because from the time when ground could be broken for new apartment houses until the apartments could be offered for tenancy, the months intervening made Oct. 1, in an arbitrary way, an acceptable date of possession.

"After a few years the apartment house idea had so grown that larger and larger houses were being built, and Oct. 1 was in grave danger (although the general public does not know this) of itself becoming a myth becauses houses could not readily be completed by that date.

"This would hold good up to possibly twelve months of today, but this year has seen a very surprising change, and that is that even though a house be an achievement even surpassing the houses of previous years, a number of them will be ready for occupancy well before Oct. 1, and in certain cases the date of possession is already past. There are some houses in New York today of exceedingly large and elaborate construction in which possession was offered on July 1.

Problem May Solve Self

"It is somewhat difficult to believe that the average New Yorker desires possession on July 1, but it is a fact that a good many of them find it exceedingly convenient to move their furniture well in advance of the annual fall moving rush.

"Some years ago the association of moving van men got out considerable literature and started a publicity campaign to so 'stagger' the various moving dates that the annual fall rush and confusion could be avoided. They suggested that in the lower-priced houses a certain date of possession be established and that later and later dates be assigned as the houses grew in size. They were never able to put this scheme over, however, even with the help of the real estate interests, which were heartily in favor of it.

"Now, however, it looks as though this question would settle itself, in that the builders themselves are arbitrarily choosing various dates of possession to be tendered in their houses and are themselves interested in giving such a date of possession that their tenants may find in that some added attraction to the house itself.

"Certain houses today are offering to allow tenants, often in advance of the completion of the building, to store their furniture and household effects in one or more rooms of the apartment which they have leased and to take an early possession date with full or partial service in that house well in advance of Oct. 1, in order that they may avoid the confusion and difficulties that have beset moving on or about Oct. 1. It is proved that these houses rent so well that it is altogether within the bounds of reason to believe that an early possession date is a very important factor in the renting of a New York apartment house."

Grain Storage Reports

The U. S. Department of Agriculture began on Aug. 2 the issuance of weekly reports of commercial grain stocks in storage in the United States.

The reports will contain more nearly complete statistics than have ever been available heretofore, the Department announced, and will include stocks in public elevators or warehouses or such grains in private elevators or warehouses as are deemed to be in trade channels.

The figures will include the close of business as of the previous Friday with the exception of two or three markets at which the cut-off for certain reasons must be made as of the close of business Saturday.

Apple Storage

Cold storage has in most sections of the country largely superseded common storage for long keeping of market apples, more than one-fourth of the commercial apple crop sometimes being reported in cold storage at the height of the season, with barreled apples comprising about half the average stock in cold storage, says the Department of Agriculture in a statement calling attention to its bulletin No. 1416-D, "Marketing Barreled Apples."

Copies of the bulletin may be obtained, as long as the supply lasts, by addressing the Department of Agriculture in Washington, D. C.

New York Dock's June Income

New income of the New York Dock Co. for June was $67,652, after expenses, taxes, interest, etc., as compared with $66,112 in June of 1925. Total revenues for the month were $303,213. Expenses aggregated $141,201, and taxes, interest, etc., totaled $94,359.

For the initial six months the net income was $289,862, compared with $315,741 during the corresponding period last year.

Undeliverable Express Now Subject to Storage Charges

A SYSTEM of storage charges on undeliverable express went into effect on Aug. 1 throughout the country. It applies to all express shipments not accepted when tendered for delivery by the carrier or uncalled for after due notice has been sent to the consignee. The plan is similar to that affecting freight and baggage shipments.

Under the new plan storage charges will be assessed, after three days' "free time," at the rates of 10 cents for the first day; 5 cents for each of the next eight days, with a maximum of 50 cents a month for each shipment weighing 100 pounds or less, and a regular monthly charge thereafter of 50 cents a month or fraction thereof. Shipments forwarded C. O. D. will be allowed five days' "free time."

On shipments weighing more than 100 pounds the storage charges will be proportionate, any fractional part of 100 pounds being computed as full weight. Thus shipments more than 100 pounds, but less than 200 pounds, will be assessed storage at twice the rate of the shipments under the 100-pound limit.

The carrier, however, is required to give proper notice of the unsuccessful attempt at delivery, and the charges are figured after the expiration of the "free time" from the first 7 a. m. following the sending of such delivery notice.

The charges will not hold on shipments addressed to points beyond the free delivery limits of the express companies.

Joliet Co. Changes Hands

William M. Cochrane, president and one of the organizers of the Joliet (Ill.) Warehouse & Transfer Co., and his associates have disposed of their holdings in the business to Lee F. Folkers, former assistant cashier of the Joliet Trust & Savings Bank, for a reported consideration of $110 a share. It is understood that Mr. Folkers has acquired more than 60 per cent. of the stock and will become manager. The company is capitalized at $50,000 and its investment, according to the 1926 Warehouse Directory, was $140,000.

Operating a merchandise and household goods warehouse with 50,000 sq. ft. of space at 414-416 New Street, the company was established in 1900 by Mr. Cochrane and E. E. Wolcott, who has been its manager and operating executive. It incorporated in 1912 and is a member of the National Furniture Warehousemen's Association, Illinois Association of Warehousemen, Illinois Furniture Warehousemen's Association and Central Warehousemen's Association of Illinois.

Mr. Cochrane, who has for the past fifteen years resided in Redlands, Cal., thus disposes of the last of his Joliet interests. He came to Joliet in 1886 when the State manufactured furniture at the penitentiary and was under contract with the State.

Cold Storage Terminal Is Planned for Houston, Tex.

CONSTRUCTION of a six-story cold storage warehouse to cost $2,800,000 will be started soon by the Houston (Tex.) Terminal Warehouse & Cold Storage Co., according to R. H. Baker of Austin, president of the company. Plans call for a building of reinforced concrete, with the foundation designed to carry two additional stories later. The principal owners are Mr. Baker and Jesse H. Jones, the latter a multi-millionaire contractor of Houston and New York. The site of the proposed building has a water frontage, on the Houston ship channel, of 700 feet. The Engineering Service Corporation of Houston are the engineers, and Moores & Dunford, Inc., of New York, consulting engineers.

The building will contain 800,000 net cubic feet of cold storage and 275,000 square feet of dry storage space. The spur railroad tracks at the platforms will accommodate 18 cars, with yard trackage for 24 additional cars. The warehouse will have a capacity of 1300 cars. In an announcement of the building plans, Mr. Baker said:

"We have been considering the construction of this warehouse for several years. We believe it is very much needed at the present time as a part of Houston's transportation system, and that it will add greatly to Houston's importance as a distributing center. It will make available for manufacturers and shippers modern facilities for the storing and reshipment of commodities of every character. Because of the remoteness of Houston from the manufacturing centers of the North and East, it is necessary for manufacturers to carry large stocks of goods in storage in order to facilitate their distribution in the Southwest. We are in touch with manufacturers who are eager for such facilities in order that they may store carload shipments and then reship to the towns and cities of Texas and the Southwest in smaller quantities as the trade demands.

Continuous Insulation

"The fruit and vegetable growers of the Pacific Coast and of the lower Rio Grande Valley are greatly in need of cold storage facilities at Houston, where perishable goods may be stored in quantities and then released in response to current requirements. The lower Rio Grande Valley especially, with its rapidly increasing production of citrus fruits and of produce of various sorts, is in need of such facilities as this warehouse will offer."

The general plans for the building provide that the insulation for the cold storage part shall be continuous on all sides. The cold storage portion will consist of low temperature rooms, or freezing rooms, with a temperature ranging from zero to 15 deg. Fahr. The higher temperature rooms will register between 30 and 40 deg. Fahr. The pipe coils in the cold storage rooms will be made up of 2-in. pipe, and the total lineal feet of piping required will be 100,000, or approximately 20 miles. The brine tank will be equipped with an additional 25,000 lineal feet of 1¼-in. pipe. Various other kinds of equipment of the most modern kinds will be installed, it is stated.

Truck Legislation

Although only nine State Legislatures have met thus far, several bills have been enacted which are of interest to truck owners, according to Russell Huffman, secretary of the Motor Vehicle Conference Committee.

Three States increased the gasoline tax, Virginia raising it from 3 to 4½ cents per gallon, Kentucky from 3 to 5 cents and Mississippi from 3 to 4 cents.

Virginia slightly increased its registration fees for all vehicles, while Kentucky made a considerable increase in its fees for vehicles for hire.

In the field of common carrier legislation, States were active. Mississippi passed a law placing such vehicles under the Railroad Commission, with the usual powers of issuing certificates of public convenience and necessity and of regulating tariffs. Kentucky repealed its old law and enacted new legislation creating a commissioner of motor transportation and placing all trucks and buses for hire under him.

Jersey Port Corporation

The Port Operating Corporation, to operate warehouses, has been incorporated in Jersey City, N. J., with a capital of $500,000. The incorporators are John J. Mulvancy, Thomas McNulty and Clarence F. McGovern.

Traffic Institute

The International Institute of Traffic has been incorporated, under Illinois laws, with Dr. Walter P. Steinhaeueser, dean of the School of Commerce of Milton University, as president, and George A. Denfeld, a traffic expert, and author, publisher and editor of "Traffic Transportation," as secretary-director.

As set forth in the constitution the major purposes are to promote, encourage and establish "high professional and moral standards" in the traffic and transportation profession; to safeguard the interests of those engaged in that profession; to carry on investigation and research into the best methods of management of transport; to disseminate knowledge regarding the profession; to establish practical scientific traffic and transportation courses in all educational institutions; to standardize services of traffic management and to improve such management, etc.

Details regarding courses, membership applications and activities, and other information, may be obtained by addressing Mr. Denfeld, care of Sigma Beta Chi, Portland, Ore. Mr. Denfeld is professor of traffic and national educational director of Sigma Beta Chi.

Clay S. Morse, Inc., Merges With Oregon Transfer Co.

TWO of the Pacific Northwest's oldest warehouse companies—the Oregon Transfer Co., established in 1848, and Clay S. Morse, Inc., founded in 1889, and both located in Portland, Ore.—consolidated on Aug. 6. The Morse company was merged with the older concern, and the following are now the officers of the Oregon Transfer Co.:

President, Donald C. Bates, who with others recently purchased the Oregon Transfer Co. from J. M. Parke, its former president, for a consideration of $450,000.

Vice-president, V. D. C. Beach, one of Mr. Bates' associates identified with that purchase.

Treasurer, Clay S. Morse, who was the Morse company's president since the firm was incorporated, in 1906, about seventeen years after Mr. Morse's father started the business.

Secretary, George Black, Jr.

The consolidation gives the enlarged Oregon Transfer Co. a total floor space exceeding 305,000 square feet and about twenty motor trucks and horse-drawn vehicles. Also the merger gives the company Portland representation for the Acme Fast Freight Service and the Universal Carloading & Distributing Co.

In the Morse company's starred listing in the 1926 Warehouse Directory, the investment is given as appoximately $85,000. The Morse company operated two storage buildings containing a total of 70,000 square feet of floor space.

The Oregon and Morse companies are members of the American Warehousemen's Association, and the Morse company is a member of the National Furniture Warehousemen's Association.

B. & O.-Reading Plant

Plans have been filed in Philadelphia for the immediate construction of a joint cold storage terminal warehouse, at Delaware Avenue and Jackson Street, by the Baltimore & Ohio Railroad Co. and the Reading Co. (Philadelphia & Reading Railroad). The structure will be an eight-story one, 90 by 900 feet, and will cost approximately $7,000,000.

The cold storage space, comprising the upper stories, will be operated by the Quaker City Cold Storage Co., Horace P. Serrill, president of the latter company, having entered into a long-term lease.

Meanwhile the Reading Co. has plans in preparation for a one-story and two-story storage and freight house on Hanover Street, Pottstown, Pa. It is estimated this building will cost $140,000.

Toledo Company Builds

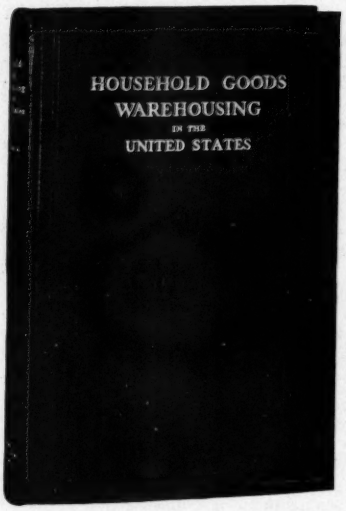
The Sam Davis Co., household goods warehousemen in Toledo, Ohio, has begun construction of a $200,000 storage building, 80 by 200 feet, fronting on Elm Street. It will stand seven stories high and contain 75,000 sq. ft. of floor space.

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The Author

CLARENCE A. ASPINWALL, the author, is one of the best known furniture storage executives in the United States—a warehouseman of broad experience and long an active leader in warehousing trade association activities. He is general treasurer of the American Warehousemen's Association, an office he has held for a number of consecutive terms, and is a member of the National Furniture Warehousemen's Association and of the Canadian Storage & Transfermen's Association.

In the business of warehousing Mr. Aspinwall, besides being president of the Security Storage Co., Washington, D. C., is president of the Security Storage & Safe Deposit Co. of Norfolk, Va.; chairman of the board of directors of the W. Fred. Richardson Security Storage Co., Richmond, Va.; a member of the board of directors and of the executive committee of the Terminal Refrigerating & Warehouse Co., Washington, D. C., and a member of the board of directors and of the executive committee of the Washington Market Co., Washington, D. C. As an official of the Security Company of Washington he was for years closely associated with the late Albert M. Read, who was the Security's president and was known as the dean of the household goods warehousing industry in this country.

As Major, United States Army, Reserve Corps, Mr. Aspinwall is staff specialist on warehousing subjects, attached to the office of the Secretary of War.

HERE AND THERE IN THE INDUSTRY

Wins Against 'Phone Co.

The California Fireproof Storage Co., Los Angeles, is victor in a controversy with the Southern California Telephone Co., the State Supreme Court having ruled in the warehouse company's favor in deciding whether the telephone company is subject to direction by the State Railroad Commission.

The storage company some time ago made a claim that the telephone company had discriminated by charging the warehouse firm $100 for a half-page of directory advertising while charging the storage company's competitors only half that amount. The warehouse firm appealed to the State Railroad Commission. The latter held it had no power. The storage company then appealed to the State Supreme Court, and the latter in a recent opinion held that telephone directories constitute an important part of the "service" of telephone companies and that therefore they are under the direct supervision and control of the State Railroad Commission.

The storage company's appeal to the State Supreme Court was in the form of a petition to compel the Commission to assume such jurisdiction.

A "Circus" Removal

What is claimed to be the largest single individual transfer of household furniture on record—and over a 1500-mile route, at that—was the removal, in July, of the equipment of the E. T. Stotesbury summer home from Whitemarsh Hall, the Stotesbury estate north of Chestnut Hill, Philadelphia, to Bar Harbor, Me. Mr. Stotesbury, who is Philadelphia's wealthiest citizen, is a partner of J. P. Morgan and a national figure in finance. The Philadelphia *Record* prints this brief account:

"The caravan included eleven motor vans with trailers, thirty-three movers, mechanics and drivers, and seven expert packers. Furniture for the Bar Harbor residence was selected from part of the household goods of Whitemarsh Hall.

"Drivers who made the trip commented on the surprised attitude of the 'Yankees,' who turned out en masse in the smaller villages through which the caravan passed, just as they are accustomed to do when the annual circus parade approaches."

Screen History of Horse

The horse is paid tribute by the United States Department of Agriculture in a new educational motion picture, "The Horse and Man." The film acknowledges the service which the horse has rendered the human race throughout the ages, recalls some of the important roles it has played in the drama of American history, and directs attention to the animal's economic importance in modern industrial life.

Notwithstanding that gasoline has virtually driven the horse-drawn turnout from American boulevards, and the belief which exists among most city dwellers that the horse is doomed to follow the dodo, there are still more than 15,000,000 horses providing power for American farms.

The film is one reel in length. Copies may be borrowed for short periods, or may be purchased at the laboratory cost.

Cotter Organizes in Ohio

With W. Lee Cotter, president of the W. Lee Cotter Warehouse Co. in Akron and Columbus, Ohio, as one of the incorporators, the Cotter Warehouses, Inc., has been chartered in Ohio, with a capital of 500 shares, no par value, to operate, own and lease warehouses for the storage of general merchandise. The charter permits the company also to do a trucking and drayage business and to distribute merchandise. Other incorporators named are E. H. Cotter, I. Cowlan, R. E. Hutchinson and M. Husted.

As told in the August issue of *Distribution and Warehousing*, Mr. Cotter has disposed of his warehousing interests in Toledo and Mansfield, Ohio.

Lenzen Now McDougall Manager

J. F. Lenzen has been made manager of the McDougall Terminal Warehouse Co., Duluth, Minn. For several years he had been managing the Jerpe-Duluth Co., which has headquarters in the McDougall terminal, and he has been engaged for many years in the produce and cold storage business, having formerly been in charge of produce departments for Armour & Co. on the West Coast and in New York City.

Mr. Lenzen succeeds A. C. Dunn, who resigned to take over an enterprise of his own.

Company Formed in Ohio

The Brown Avenue Transportation Co. has been chartered in Green Springs, Ohio, with a capital of 500 shares, no par value, to conduct a general storage and transfer business, together with forwarding and freight delivery. The incorporators are C. E. Huber, William Emmert, B. H. Huber, E. H. Kern and Harry W. Frick.

"It's the Starred Listing That Gets the Business!"
See page 10

Personal

J. J. E. Wertin has resigned as manager and operating executive of Colyear's Van & Storage Co., Los Angeles, to become affiliated with the Burroughs Adding Machine Co.

J. R. Maxwell has been made treasurer of the Morrison Transfer, Van & Storage Co., Inc., Pasadena, Cal.

Benjamin F. Ferris is now manager of the warehouse business of the Birch-Smith Fireproof Storage Co., Los Angeles. He succeeds Arthur J. Gatter, recently resigned.

M. A. Keyser, president of the M. A. Keyser Fireproof Storage Co., Salt Lake City, Utah, has been elected president of the Salt Lake Chamber of Commerce and Commercial Club for the year 1926-1927.

Frederic E. Aaron, proprietor of the Powelton Storage House, Philadelphia, and president of the Pennsylvania Furniture Warehousemen's Association, has been elected president of the Lions' Club, Philadelphia.

Tarrant P. King, president of the Northern Avenue Stores & Dock Corp., Boston, recently made a three weeks' trip to the Pacific Coast.

E. A. H. Baker, president of the Kennicott-Patterson Warehouse Corp., Denver, has been elected president of the International Executives' Association, formerly the One Hundred Per Cent Club. The annual convention was held recently in Tacoma, Wash.

R. E. Rotsted, formerly connected with the Currier-Lee Warehouse Co., Chicago, has joined the Coe Terminal Warehouse, Detroit.

Apprenticeship Pamphlet

A warning that a shortage of skilled workmen will continue to exist unless a more concerted effort is made by employers to train apprentices is sounded in a pamphlet on "Apprenticeship" just issued by the Department of Manufacture of the Chamber of Commerce of the United States.

The pamphlet is based on a nation-wide investigation of the subject and contains much useful information concerning methods of training now used in certain industries and vocational schools. Various aspects of the subject are covered in the bulletin under such headings as: "What is an Apprentice?", "Apprenticeship vs. Shop Training," "Apprenticeship in Large Industries," "How Can Small Companies Deal Effectively with Apprenticeship?", "Vocational Education's Part in Apprenticeship," "Cooperating Agencies for Effective Apprenticeship," "The Laying Out of the Course," "The Supervision of the Apprentice," "The Wisconsin Plan of Apprenticeship," and "Selling Apprenticeship."

Commerce Books Say 1925 Was Peak Production Year

INDUSTRIAL and commercial activity in the United States during 1925 "reached the highest levels ever attained in our history, not even excepting the years of abnormal war activity," says the Department of Commerce Year Book, made public recently. "Nevertheless, apart from heavy speculation in the securities market," a summary of the book declares, "the year was not one of credit inflation or boom psychology."

The great expansion was described as having "represented the continuance of conditions scarcely interrupted since the middle of 1922," and the basic reason given was the "increasing efficiency of industry and commerce."

Discussing agriculture, the book declares that while some branches have not yet recovered from the injury wrought from the great slump in prices of farm products in 1920 and 1921, the situation in general during the past two years "has been more satisfactory than before, and on the whole the year 1925 witnessed some improvement as compared with 1924."

Increasing Efficiency

Particularly characteristic of 1925 business, the book asserts, was its steadiness.

Discussing manufacturing and mining, it says that the small loss in ground caused by a temporary recession in the summer of 1924 was more than recovered last year when manufacturing increased in volume 10½ per cent and mining production increased 5 per cent over the preceding year.

"From a broad point of view," it continues, "the most impressive fact with regard to the recent history of American industry is its constantly advancing efficiency.

"Recent careful calculations indicate that whereas the number of wage earners in our factories increased about 27 per cent between 1914 and 1923, the output—in terms of quantitative volume and not in money value—increased by at least 60 per cent. In other words, production per wage earner employed advanced by approximately one-fourth.

"The principal immediate factors contributing are greater efficiency of the wage earners themselves, improved management, more scientific methods and waste elimination, and greater use of capital as an aid to human effort."

Index Prices Higher

Due to a higher return on a number of farm products, an extraordinary rise in rubber prices and considerable advances in certain other important commodities, the average all-commodity wholesale price index for the year was placed 6 per cent higher than in 1924.

Retail food prices, following the course of farm products, averaged about 8 per cent higher, while the general cost-of-living index, representing retail prices of commodities entering into general consumption, was about 3 per cent higher.

Save for the fact that part of the great increase in value of imports in 1925 was due to "unreasonable price advances brought about by foreign governmental control of commodities," the book says indiscussing foreign trade, the conditions of American foreign trade last year were "exceptionally favorable."

As to transportation and communication, the book asserts that railroad traffic last year was "equal to if not greater than that of the previous peak year in transportation history, 1923," and that the net railway operating income in 1925 was the highest ever reported, reaching, for Class 1 railways, $1,120,000,000.

U. S. Laboratory Courses

With the enrollment of 42 men in the recent gluing, boxing and crating, and kiln drying courses of the U. S. Forest Products Laboratory, Madison, Wis., the total number of men attending the short courses given by the Federal laboratory passed the thousand mark. Reports from the firms which sent representatives to the May and June classes indicate that they are putting into practice many of the laboratory's recommendations to good effect.

Three fall courses in the gluing of wood, boxing and crating, and kiln drying will start September 13 and September 20. The one-week course in boxing and crating and the two-weeks course in kiln drying will begin on the later date. A new ventilated kiln has been added to the laboratory's demonstration drying apparatus and will be used in the next kiln drying course.

The fall classes will be limited, as usual, to 15 in the glue course, 18 in the kiln drying course and 20 in the course in boxing and crating. Enrollments are being received for all three courses.

Cotton Warehouse Jobs

Several Government jobs—as assistant warehouse examiners—are going begging, it is announced by the Department of Agriculture. Men are wanted to inspect cotton warehouses in the cotton belt, to determine the suitability of the plants for storage of cotton and other agricultural products. The salary runs from $2,400 to $3,000 a year.

"Civil Service notices of the pending examinations have been issued," adds the official notice from Washington, "but to date no applications have been received. Applicants could apply to the Civil Service Commission, Washington, D. C., for Form 2118."

New International Van

Announcement is made by the International Motor Co. of a special van for hauling new furniture—a truck adaptable to the transport of household goods. Built on a Mack parlor-car chassis, the body has a capacity of two and a half tons, and the weight of the complete job, empty, is 12,000 pounds. It has a low loading line and a 230½-inch wheelbase.

Truck Regulation Again to Come Before Congress

REGULATION of interstate motor motor truck and bus commerce is to be taken up at the next session of Congress, it was announced in Washington, D. C., recently by Representative James S. Parker, chairman of the House Committee on Interstate Commerce. Similar legislation was blocked at the recent session of Congress after Senate Bill No. 3894 had been favorably reported out of the Senate committee and passed by the Senate, only to "die on the table" in the House committee.

Mr. Parker, in discussing plans to open up the whole subject of general regulation of motor vehicles, stated that at the coming session there would be introduced a bill containing the best features of the measures introduced at the recent session, including the one presented by the late Senator Cummins—the measure which was opposed by the National Furniture Warehousemen's Association.

"Everybody who is conversant with the bus and truck industry realizes," Mr. Parker said, "that sooner or late Congress must adopt a general policy for the regulation of public motor traffic crossing State lines. The problem is a serious one and is growing more acute every year. Congress will have to ultimately face its responsibilities in so far as the interstate traffic is concerned, and the House Committee on Interstate Commerce will take up the subject of hearings on a constitutional bill at the December session of Congress.

Must Reconcile Differences

"Such legislation must protect the rights of the public engaged in interstate travel, safeguard the proper functions of the States, and have due regard to all property rights and functions of the business of motor transportation. There are now wide differences, and interests will be difficult to reconcile. There are questions involved of what classes of vehicles should be included in the regulatory powers of any interstate commerce tribunal; of non-interference by Congress with the rights of the State functions; jurisdictions, and a host of other problems which must be settled."

New Parker Trucks

The Parker Truck Co., Milwaukee, recently reorganized with J. Grossman as general manager, announces the production of a new line of motor trucks ranging from 1-ton to 3½-ton capacity. Leading the line is the Chariot 1-ton speed truck with a road speed of 45 miles an hour. There are 1½, 2½ and 3½-ton models.

E. J. Ullrich Dies

E. J. Ullrich, treasurer, general manager and operating executive of the Utah Ice & Storage Co., Salt Lake City, is dead at the age of 67 years. He had been prominently identified with Utah for more than twenty years.

Self-Government Principles Widely Adopted in Business

MARKED progress toward the establishment of the principle of self-government in business is reflected in an announcement made on Aug. 20 by the Chamber of Commerce of the United States to the effect that 813 chambers of commerce and trade associations have adopted the fundamental code of business ethics it has formulated.

The Chamber says that, among the 813 organizations, every State in the Union is represented. New York leads, with 114; Illinois comes second, with 74, and in Pennsylvania, third in rank, 68 organizations are listed.

The statement shows also that "Chambers of Commerce in Nome, Alaska; Honolulu, Hawaii; Manila, Philippine Islands, have broadcast the principles of business conduct advocated by the national Chamber in outlying territories of the United States. American chambers of commerce in the following foreign cities have officially indorsed this code and have undertaken to secure their observance: Sao Paulo, Brazil; Valparaiso, Chile; Peking, Shanghai and Tientsin, China; Havana, Cuba; Santo Domingo, Dominican Republic; Berlin, Germany; Milan and Naples, Italy; Mexico City, Mexico; Lisbon, Portugal; Barcelona, Spain; Constantinople, Turkey, and Port-au-Prince, Haiti."

Of the business organizations in the United States which have pledged adherence, there are 574 chambers of commerce and 239 trade associations.

"Many of the trade associations," it is pointed out, "have for one of their important functions the enforcement of trade practices. They are taking the lead in the modern tendency toward self-government in industry. The principles of business conduct were formulated as a general guide for all lines of trade and were not intended to govern specific trade customs of any one particular line of business. In view of this, a number of trade associations, in adopting the Chamber's code, have at the same time included with them a supplementary code defining rules for guidance of their members in transacting business with each other.

"The popular interest in the principles is shown by the fact that there have been requests for more than 200,000 copies of them. In addition to the distribution by the national Chamber, a great many firms have made reprints in placard form and have had the code printed in display form in local newspapers."

It is stated also that "colleges and universities are taking an active interest. In 47 such institutions the principles of business conduct have been used in courses on business administration as an example of the underlying philosophy that is guiding business in the United States. Several of these schools announce their intention to make this a part of their curriculums."

"It is realized," the statement adds, "that the adoption of the principles is only the first step. The important purpose is to secure their observance. While it is not possible to evolve a successful plan of rigid enforcement, the national Chamber is pledged to a continuous campaign of education in the hope that all business men of America will consciously recognize the binding force of business philosophy the principles set forth."

New Canton Company

The Saunders Storage Co., 1115 Second Street, N. E., Canton, Ohio, has been chartered with a capital of 3000 shares, of no par value, to operate a household goods and merchandise storage business. The incorporators are N. M. Bessinger, T. F. Bessinger, George M. Saunders, W. J. Saunders and J. A. Calhoun.

Now There Is a New "Walter C. Reid"

ON Aug. 12 was born Walter C. Reid Brockway, a grandson of Walter C. Reid, vice-president and general manager of the Lincoln Safe Deposit Co., New York City, and long known as "the dean of the household goods warehouse industry."

The newcomer is the first child of Benjamin F. Brockway, secretary and treasurer of Dunham & Reid, Inc., New York City, and Anabelle Reid Brockway, daughter of the industry's dean.

Ohio Law Enforcement

THE job of inforcing Ohio's motor truck law is being pushed by the Ohio Association of Commercial Haulers with more favorable results, particularly in those cities where committees representing the association are active, according to Frank E. Kirby, Columbus, the organization's secretary and manager. There are arrests and prosecutions constantly, he reports, especially in the smaller and rural communities, and the work of the inforcement committees is to be extended in an effort to effect more general observance in those sections.

Thomas Heil, Jr., is chairman of the association's committee in the first district; W. H. Kutchbach, Columbus, in the second; Harry Knox, Akron, in the third; Harry Drew, Toledo, in the fourth; Thomas McConnell, Cincinnati, in the fifth; S. G. Hatner, Dayton, in the sixth, and D. Stelzer, Lima, in the seventh district.

Cody Company to Build

The Cody Transfer & Storage Co., Hutchinson, Kan., has plans for the erection of a $50,000 warehouse, 68 by 140 feet, at Third and Maple, adjoining the Santa Fe tracks.

Record Freight Movement Set in First Half of 1926

THE movement of freight by the steam railroads of the United States in the first half of 1926 set a record, according to reports by the carriers to the Bureau of Railway Economics made public on Aug. 18.

Freight traffic was 227,116,898,000 ton miles, which is 1,632,421,000 net ton miles, or seven-tenths of 1 per cent greater than the best previous mark set during the first six months in 1923.

The number of cars loaded with revenue freight also was the greatest for any half year.

Net ton miles moved during the first half of 1926 was an increase of 6.9 per cent over the same period last year, and 10.9 per cent over the same period in 1924.

Freight moved in June—a record for that month—was 29,236,630,000 net ton miles, an increase of 758,630,000 net ton miles, or 2 per cent more than the record June of 1917, and 9.4 per cent greater than in June of 1925.

Tidewater Officers Meet

Representatives of the merchandise terminal warehouse companies, with which Harvey C. Miller is identified as president, assembled in Boston on Aug. 4 at the first of a series of quarterly meetings and as the guests of the officers of the Boston Tidewater Terminal, Inc., which operates warehouses and piers formerly part of the local army base. Men were present from the terminal properties in New York, Philadelphia, Norfolk and Boston, the Merchants Warehouse Co., Philadelphia, and the Keystone Warehouse Co., Buffalo.

At a luncheon at the City Club, the warehouse executives had as their guests Mayor Nichols and representatives of the local Chamber of Commerce, the New York, New Haven & Hartford road, and the Massachusetts Warehousemen's Association.

Capt. J. M. Hoffman, vice-president and general manager of the Boston Tidewater Terminal, who presided, said he was working on a proposition which he thought would bring to Boston 80,000 tons of freight in new business.

Talks were made by Mr. Miller; Mayor Nichols; Frank Davis, manager of the Chamber of Commerce; H. H. Wiggin, president of Wiggin Terminals, Inc.; J. E. McGrath, assistant general freight manager of the New Haven road, and S. G. Spear, treasurer of Wiggin Terminals and president of the Massachusetts Warehousemen's Association.

Cleveland Company Chartered

The Prior Bros. Trucking Co., 1101 Hippodrome Building, Cleveland, has been chartered, with a capital of $10,000, to carry on a general storage and transfer business. The incorporators are J. H. Nacey, Lillian Knam, Robert H. Sanborn, Eileen Fogel and Carl J. Schwartz.

Erie Plans $25,000,000 Project for Jersey City

PLANS calling for the development of a $25,000,000 warehousing development in Jersey City, N. J., were placed recently before Mayor Hague and the city commissioners of Jersey City by John J. Mantell, vice-president and general manager of the Erie Railroad, who presented a petition asking the city's permission from railway rights of way to connect a proposed ten-story warehouse on a site at Eleventh, Twelfth, Monmouth and Cole Streets. This structure would be the first of four units, all of the same size, he stated.

"About 95 per cent of the freight that comes into the metropolitan area passes through Hudson County on wheels and is lightered to New York," Mr. Mantell told the Jersey City officials. "For six or seven years our engineers have been studying the problem of a steamship terminal on the New Jersey shore. Let us effect the meeting of wheels and keels in the way of a giant steamship terminal.

"Our plan calls for a food distributing station to replace two piers we now use on the New York side. At present these piers are capable of handling 55,000 cars in a year. With this New Jersey food distributing station, such as we intend to erect in connection with this warehouse, our capacity would be 100,000.

"We plan to use four floors for food distribution, and it has been necessary to change our plans from an eight-story building to one of ten stories. Four hundred and fifty cars would be handled daily, and this would make necessary the employment of 1,500 men.

"To connect our lines with this warehouse we ask in this petition five tracks at Monmouth Street, to run directly into the building. There would also be an upper level connection with the third floor of the building. The petition also asks for a slight change in the grade of the street at Coles Street.

"We estimate the construction cost of this building at $5,000,000. We have the money, we have the contractors, and we now ask your official help.

"We want to be ready for business no later than May 1, 1927, the opening of the heavy fruit and vegetable season.

"This will be the first unit of four such buildings," continued Mr. Mantell, "on property east of the first building. In five years our company will spend in the neighborhood of $25,000,000 for warehouses."

Mayor Hague promised the fullest cooperation on the part of the City Commission. The Mayor referred to his personal knowledge of other big warehouse developments in the lower section of the city; information, he said, he was not at liberty to divulge at the present time.

Boston Tidewater Business

The 1924-25 report of the Boston Tidewater Terminal, Inc., which is operating Boston's army base under a five-year lease, shows an increase of 221,650 tons and 209 vessels for the two years over the preceding two years. This has been accepted in maritime circles as a sound basis for belief in a continued expansion of the business of the port of Boston.

Prediction of continuing gains is made by Capt. J. M. Hoffman, vice-president and general manager, who declares that the activity of the Tidewater company will be reflected in uninterrupted expansion in shipping and the consequent betterment of New England industrial conditions. He states that the past several months have witnessed greater increments in imports than during any similar period last year.

New $200,000 Warehouse for California

A contract has been let on a reinforced concrete and brick warehouse in Oakland, Cal., for the Drayage Service Corp. of that city. The structure will contain 162,000 square feet of floor space and will cost more than $200,000. Construction began on Aug. 1, and the warehouse is to be delivered to its owners by Jan. 1, according to announcement by Proctor Scott, president of the company. The site, purchased recently, comprises four acres, surrounded by Eighteenth, Twentieth, Campbell and Peralta Streets, allowing for expansion.

Warehouse Sales Company Formed

The Interstate Warehouse Sales Co. has been organized in Los Angeles with offices in the Westland warehouse of the Westland Distribution & Storage Warehouse Co., in the central manufacturing district.

To operate as a manufacturers' representative, handling lines of hardware, restaurant and bakers' supplies, builders' hardware and household lines, the new firm has leased space for offices and warehousing in the Westland company's main building.

Redman Flies

B. F. Redman, president of the Redman Fireproof Storage Co., Salt Lake City, was the official first passenger on the recently inaugurated Western Air Express, plying between Salt Lake City and the Pacific Coast. He is chairman of the Aviation Committee of the local Chamber of Commerce. He held ticket No. 1, delivered to him by J. G. Woolley, traffic manager of the air service, who flew to Salt Lake City from Los Angeles purposely to hand Mr. Redman the ticket.

Garford Realignment

The Garford Truck Co., Lima, Ind., has taken over the property and assets and assumed the liabilities of the Garford Motor Truck Co. The new company will continue to manufacture and improve the Garford truck and bus line, will centralize the responsibility and control of business operations and embark on a strong merchandising policy.

Frank Succeeds Phillips as President of U. P. C.

AT the recent annual meeting of the stockholders of the United Publishers Corp., the holding company which controls Distribution and Warehousing Publications, Inc., publishers of *Distribution and Warehousing*, Charles G. Phillips, president of the U. P. C., announced his retirement from active business.

Following this announcement, a reorganization of the officers was effected whereby the presidents of the four principal subsidiary companies of the U. P. C. became the chief executive officers of the parent corporation.

Andrew C. Pearson, president of *The Dry Goods Economist* group, was elected chairman of the board of directors.

Fritz J. Frank, president of The Iron Age Publishing Co., was elected president.

C. A. Musselman, president of the Chilton Class Journal Co., publishers of *Motor World Wholesale*, *Automotive Industries*, *Motor Age* and other automotive business papers, was elected vice-president.

F. C. Stevens, president of the Federal Printing Co., was elected treasurer.

H. J. Redfield was reelected secretary.

Mr. Redfield is also secretary of and a director of Distribution and Warehousing Publications, Inc., and Mr. Frank, the new U. P. C. president, is a director.

Mr. Phillips, who has retired as president of the U. P. C., also was a director of Distribution and Warehousing Publications, Inc., and an election will be necessary to choose his successor in the latter capacity.

Birmingham Project Proceeds

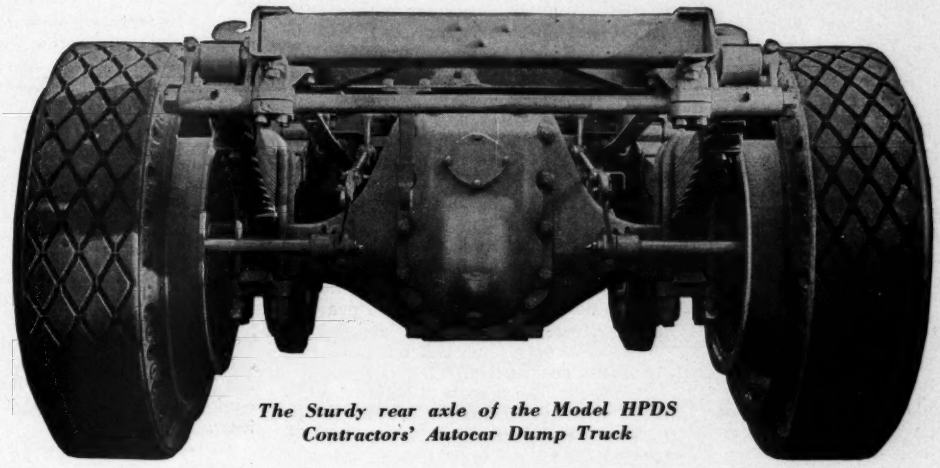
Contracts have been awarded by the Merchants and Manufacturers Terminal Co., recently organized in Birmingham, Ala., for the erection of its first unit, to go up at Avenue A and Twelfth Street South. Most of the space has already been leased, according to E. B. Van Kourne, president.

As soon as this first building, to be completed about Oct. 1, is well under way the company expects to draw plans for three more units. Each structure will cost about $500,000, or $2,000,000 in all.

The initial unit will stand two stories high, about 120 by 440 feet, and will be used to accommodate storage demands of wholesale manufacturers and merchants. The second plant will contain cold-storage space.

Now "Hollywood Storage"

The name of the new $750,000 "Hollywood Terminal Building," the home of the Hollywood Storage Co., Inc., at Highland Avenue and Santa Monica Boulevard, Hollywood, Cal., has been changed to "Hollywood Storage Building," owing to the similarity of the former name with the new "Subway Terminal Building" of the Pacific Electric Railway.



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Autocar Trucks

Many Oil Service Stations Held to Be Guilty of Fraud

ONLY 21 per cent of the samples of automobile lubricating oils purchased in the New York market during a recent test proved to be as represented by the dealers who sold them, according to a report made to the American Fair Trade League by Dr. Henry James Masson, Professor of Chemical Engineering at New York University. These samples, bought at random from New York City service stations during the past month, were submitted to Dr. Masson for analysis, the purpose being to ascertain the extent of the practice of substituting inferior oils for high-grade tradesmarked lubricants ordered by motorists and to protect both motorists and reputable oil dealers.

For the purposes of these analyses, well-known brands of oil were chosen as bases of comparison and the investigators asked for one of these oils at each service station where purchases were made.

"Of the samples of oil submitted to me," says Dr. Masson's report, "21 per cent may be considered as having been 'blank' oils and 79 per cent substituted oils. That is, in 21 per cent of the cases the dealer was honest and was delivering the oil requested. On the basis of the above the chances of obtaining the oil requested are one in five.

"The tremendous expansion in the use of the automobile by the general public has emphasized a situation which bids fair to eclipse all previous records of public deception and at the same time undo the painstaking efforts of the automobile manufacturer to produce a means of locomotion which will be safe, comfortable, economical of operation, low in first and operating cost and of long life.

"Realizing the lack of mechanical knowledge on the part of the general public and the general distastefulness of handling lubricants, the automobile manufacturer has reduced to a minimum the number of parts which require lubrication and has made the operation as simple mechanically as possible. After much research, both by the automobile and lubricating oil manufacture, certain oils have been found to function best in maintaining a film between the surfaces. These conclusions are given to the automobile operator in the form of recommendations which, if carefully followed, will give the service promised by the manufacturer.

"It is in this connection that a serious situation has arisen which will make worthless millions of dollars' worth of machinery through the fraudulent sale of lubricants which in a large per cent of cases are unsuitable for the unit for which they are purchased. The average automobile owner purchases his lubricants in accordance with the manufacturers' recommendations, having faith in the accuracy of these recommendations. Accepting therefore the recommendations of the automobile and lubricating oil manufacturer, the operator, when in need of a lubricant, purchases or at least asks for a certain brand and grade of oil. When the lubricant is delivered in sealed containers, and assuming no tampering takes place, as refilling of the container with a substitute, the operator gets what he asks for and the service pledged by the automobile and lubricating oil manufacturer. However, there has developed a practice on the part of the public which has encouraged illegal practice on the part of the oil vender. This consists in the purchase of oil from other than sealed containers—that is, loose as by the pint or quart.

"This investigation was undertaken originally to determine the extent of substitution of lubricating oils. The results indicate the extent of this practice is very wide and that the chances of the autoist obtaining the oil requested are about one in five.

"However, the results permit of additional and equally important conclusions. Two factors are involved. The first is concerned with substitution without sacrifice in quality. That is, the purchaser may ask for 'blank' oil but receive another of equal quality. This is a fraud on the purchaser and may be detrimental to the automobile unless the oil is suited to the particular make. The second case may be described as a double fraud, for instead of receiving 'blank' oil he receives 'klank' oil more or less unsuitable for the purpose purchased. This is a fraud on the owner and the machine.

"The investigation shows instances of the first class—that is, the oil may or may not render reasonably good service; but also shows a number of instances of the second class—that is, the oil is absolutely unsuitable for the use in the engine and will cause rapid deterioration of the machine.

"Granting, for the sake of conservatism, that the situation throughout the country is not quite as bad as that disclosed in New York City, assuming even that instead of 80 per cent of substitution there is only 50 per cent, and that half of these substitutes are reasonably satisfactory, we still have to face the fact that 25 per cent of the oils sold are absolutely unsuitable for use in the engine.

"It is estimated that 20,000,000 motor vehicles are operated in the United States. If 25 per cent, or 5,000,000, are being served with unsatisfactory oil, it means that 5,000,000 cars are going to an untimely death on account of improper lubrication due not to the fault of the operator but to the fraudulent sale of inferior oils."

Gibson and Jennings Go East

Al T. Gibson, president of the Lawrence Warehouse Co. and of the Bay Cities Transportation Co., San Francisco, and L. S. Jennings, manager of the Lawrence firm's field warehouse department, left San Francisco in August for a month's trip of inspection of the Lawrence concern's branches in Waukesha, Wis., and Chicago.

I. C. C. Motor Vehicle Control?

The New York *Times* carried the following story on one of its financial pages of Aug. 20:

"The Interstate Commerce Commission most likely will assume jurisdiction over the operation of interstate bus and motor traffic, it was said yesterday by John J. Esch, a member of the Commission and a sponsor of the Esch-Cummins railroad bill. Mr. Esch recently concluded hearings on the question. Steam and electric railway executives have for some time been concerned with the gains made by motor vehicles in the transportation of both freight and passengers.

"Mr. Esch said that investment in motor passenger and freight transportation is as great as investments in railroads. The hearings he has conducted were to determine what regulation was necessary for motor transport besides type of equipment, safety measures and accounting systems."

(A summary of the I. C. C. hearings in Chicago, St. Paul and Portland, Ore., together with the dates of the hearings yet to be held, will be found in a story beginning on page 16 of this issue of *Distribution and Warehousing*.)

Selden 3-Ton Truck Sales Up

Sales of the "Roadmaster" 3-ton motor truck manufactured by the Selden Truck Corporation, Rochester, N. Y., are 95 per cent higher this year to date than in the corresponding period of 1925, according to A. S. More, the company's president, on Aug. 15.

"Truck owners report that their service is much more efficient with 6-cylinder speed trucks," the statement adds. "The increased road speed enables them to increase their haulage besides rendering their service more flexible."

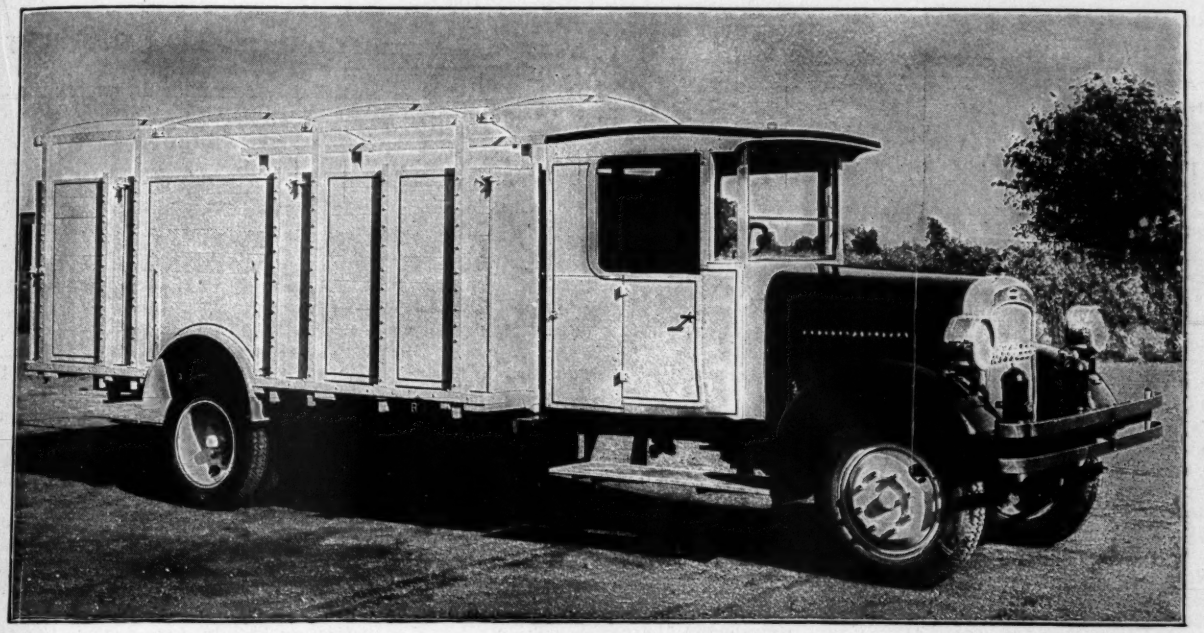
Skyscraper to Displace Warehouse

The West Forty-second Street plot on which stands one of the household goods storage structures of the Manhattan Storage & Warehouse Co., New York City, is to be the site of a 45-story office building and tower to cost $8,000,000 exclusive of the value of the land. The Manhattan company's lease will expire in 1927.

The location is at the corner of Lexington Avenue and is directly opposite the Hotel Commodore.

Cold Storage Merger

Under the firm name of California Ice & Cold Storage Co. a group of bankers has consolidated the San Diego Ice & Cold Storage Co., San Diego; the Home Ice Co., Long Beach, and the Bakersfield Ice & Cold Storage Co., according to an announcement by Stephens & Co., investment bankers. The San Diego Ice & Cold Storage Co. is a member of the Pacific States Cold Storage Warehousemen's Association.



RUGGLES Bus Van Chassis Model 65 has won a definite place for itself with storage and warehouse owners because of its speed, endurance and economy of operation.

With its modern body building plant, RUGGLES offers you every co-operation in the design and construction of bodies for your particular hauling needs.

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IT'S A GOOD JOB

Construction, Removals Purchases and Changes

Arkansas Transfer Co., Little Rock, has plans for a $50,000 terminal building, 140 by 165 feet, at Fourth and Cumberland Streets.

Baier Transfer & Storage Co., Detroit, has purchased a new van—a Una body mounted on a Mack bus chassis equipped with pneumatic tires.

Binz Warehouse Corp., Sarasota, Fla., expects to complete early in September its 2-story fireproof plant, 60 by 125 feet, for household goods storage. The building will cost approximately $60,000, instead of $25,000, as previously announced.

Cashmere Cold Storage & Warehouse Co., Chelan, Ore., has increased its capital stock to $100,000 from $85,000.

Consolidated Ice & Cold Storage Co., Fullerton, Cal., has filed plans for a cold storage warehouse and ice plant at 112 East Walnut Street.

Day & Meyer, Murray & Young, Inc., New York City, has asked bids for the construction of its proposed $300,000 15-story warehouse, 96 by 100 feet, at 407-413 East Sixty-first Street.

Drayage Service Corporation, Oakland, Cal., has plans for a $300,000 warehouse, to contain about 160,000 square feet of floor space, on the block bounded by Eighteenth, Twentieth, Campbell and Peralta Streets.

Empire Storage Co., Chicago, has completed plans for alterations and improvements, estimated to cost $45,000, at its warehouse at 1117 East Sixty-third Street.

Exporters Compress & Warehouse Co., Houston, Tex., has plans for two 1-story warehouses, each 105 by 220 feet, in the Buffalo Bayou section, to cost $35,000.

Finkbine-Guild Transportation Co., Gulfport, Miss., will construct a warehouse, 50 by 100 feet, on a pier of the Gulf & Ship Island Railroad Co.

Fryar Transfer & Storage Co., Chattanooga, Tenn., is considering plans for the early rebuilding of that portion of its Main Street storage and operating plant recently destroyed by fire with an estimated loss of $17,000.

Gibson Properties Co., San Francisco, has completed plans for a $350,000 5-story warehouse terminal, to contain 200,000 square feet of floor space, on the block bounded by Franklin, Webster, First and Water Streets.

Grandview Club Transfer & Storage Co., Kansas City, Kan., has opened its new merchandise and household goods warehouse, containing 50,000 square feet of space.

Joe **Hodges Fireproof Warehouses,** Tulsa, Okla., plans extensions and improvements to include the installation of about 125 fireproof storage vaults on the second floor and a complete new automatic sprinkler system.

Home Ice Co., Long Beach, Cal., has plans for a $150,000 5-story cold storage warehouse, 75 by 130 feet, at 625 Anaheim Road.

Iredale Fireproof Warehouse, Evanston, Ill., has plans for a $250,000 7-story and basement warehouse, 50 by 55 feet, on Benson Avenue.

Joyce Bros. Storage Co., Chicago, has filed plans for a $90,000 6-story warehouse, 50 by 124 feet, at 7411 Stony Island Avenue.

King Cold Storage Co., Yucaipa, Cal., is constructing a $50,000 cold storage warehouse.

King Storage Warehouse, Inc., Syracuse, N. Y., has added a modern bus chassis van equipped with pneumatic tires and four-wheel brakes.

Lakeland Cold Storage Co., Cleveland, is building a $130,000 cold storage warehouse.

Liberty Street Storage Co., Winston-Salem, N. C., plans construction of three warehouse units, averaging 50 by 90 feet, at a total cost of $60,000.

Manhattan Refrigerating Co., New York City, is planning to extend and improve its 2-story cold storage plant at 84 Gansevoort Street at a cost of about $35,000.

Marshfield Ice & Storage Co., Marshfield, Mo., is adding equipment to its cold storage warehouse and is making improvements and extensions.

Matson Navigation Co., San Francisco, will build a $100,000 warehouse, 118 by 140 feet, at Bryant and Main Streets.

Miami Beach Transfer Co., Miami, Fla., is completing plans for the erection of a warehouse.

Omaha Cold Storage Co., Omaha, Neb., is planning to put up a $50,000 1-story cold storage warehouse, 100 by 265 feet, at Central City, Neb.

Pacific Transportation Co., Los Angeles, has plans for a $27,000 1-story truck terminal building, 80 by 175 feet, at 825 East Sixty-second Street.

Planters Warehouse, Inc., Knoxville, Tenn., has plans for an $80,000 building.

Port Canaveral & Western Railway Co., Canaveral, Fla., has plans for a series of warehouse units to cost $100,000.

Prentice Packing & Cold Storage Co., Yakima, Wash., is planning a $50,000 cold storage plant.

Producers Cold Storage Co., Chillicothe, Mo., plans to spend $50,000 enlarging its plant.

Prudential Storage & Moving Co., Los Angeles, has begun construction of its $90,000 5-story warehouse, to contain 46,000 square feet of floor space, at 1617 South Vermont Avenue. The company's offices and retail stores will be located on the ground floor.

Quincy Market Cold Storage & Warehouse Co., Boston, recently disposed of a bond issue of $1,500,000. The company plans to install a $500,000 power plant at its T Wharf properties.

Redlands Ice & Cold Storage Co., Redlands, Cal., is planning a $50,000 cold storage warehouse and refrigerating plant in the Yucaipa Valley section.

E. J. **Riley,** Sarasota, Fla., and associates plan the construction and operation of a $60,000 cold storage warehouse and ice plant.

Frank W. **Schauler Co.,** Chicago, will erect a fireproof 4-story and basement

(Concluded on page 60)

New Incorporations Within the Industry

A. F. L. Transportation Corp., New York City.—General motor express business. Nominal capital, $1,000. Incorporators, L. Rogers, F. Crozier and A. Kirkpatrick.

Allegheny Wharf Co., Pittsburgh.—Storage warehousing, wharf operation, etc.

Boiler & Machinery Cartage Co., Chicago.—Capital, $10,000. Incorporators, Harry Owen, Louis Cooper and James T. Fales.

Camel Motor Haulage Co., Queens, N. Y.—General transfer and trucking. Capital, $5,000. Incorporators, J. S. Fearn, F. Mayer and S. Kohl.

Central Service & Storage, Inc., Monroe, La. General storage, particularly of bulk automobiles. Capital, $25,000. Principal incorporator, C. W. Sherrouse, Gilbert, La.

Consolidated Freight Co., Saginaw, Mich. General freight and cartage. Capital, $10,000. Incorporators, Leverett H. Bayless, W. Arthur Row and H. Randall Wickes.

Eastern Freight, Inc., Boston. General express and freight business. Capital, $110,000. Harry E. Baker is president and Paul M. Baker, Cambridge, is treasurer.

Falls City Warehouse Co., Louisville, Ky. General storage warehousing. Capital, $10,000. Principal incorporator, R. W. Rounsavail.

Farmers' Bonded Warehouse, Poth, Tex. Capital stock, $4,000. Incorporators, August Schriewer, A. J. Reinhard and August Malcher.

Federal Moving Co., Providence, R. I. —General transfer and trucking. Manley J. Goodspeed, Oaklawn, R. I., heads the company.

Garland Warehouse Co., Garland, Ark. —General storage warehousing. Capital, $15,000. Incorporators, J. T. Newton and J. W. Patton.

General Service Co., Carlstadt, N. J.—Cold storage warehousing. Capitalization, $100,000. Incorporators, Duane Abraham of Carlstadt and Alexander Fell and Elsie Fell of Tenafly.

Gunther Claremont Van Co., New York City. Storage warehousing. Capitalization, $1,000. Incorporators, F. Gunther, H. Flashmer and G. Borries.

Illinois Waterway Barge & Dock Co., Chicago.—Storage warehousing and water transportation. Capital, $175,000. Incorporators, R. S. Tuthill, M. E. Burgess and Harold Beacom.

Kathrens Moving & Storage Co., Kansas City, Mo.—General storage and transfer. Capital, $50,000. James H. Anderson heads the company.

Kenna Terminal, Newark, N. J., established in 1925, has been incorporated as Kenna Terminal, Inc., with a capital of 2500 shares of stock, no par value, by Charles Milbauer, general manager and operating executive; W. Albert Banister and Clarence H. Hershey.

Lipman-Cincinnati Refrigeration Co., Cincinnati.—General cold storage ware-

(Concluded on page 60)

The 2-Range Transmission—*an exclusive GMC feature*—develops 30% more pulling power than is possible with the same size engine and the usual type of transmission. It also effects great fuel savings by allowing all work to be done with the engine operating at its highest efficiency. And this is only one of the reasons for Big Brute's greater Power—Endurance—and Economy.



GMC Big Brute

Promised much—It is delivering more

A few months ago when General Motors announced the arrival of Big Brute as a "*truck such as men had never seen before*" the industrial and commercial world was amazed. Never before had any truck manufacturer dared to make the promises which were made for Big Brute.

Yet, all over the country and in every line of business, Big Brute is not only delivering all that it promised—**but more.**

Letters by hundreds tell amazing stories of its ability, and say, without any qualification, that Big Brute *is* a truck with which no other can compare and is performing in a manner no other truck ever approached.

Yet this is not surprising. For Big Brute is the result of 24 years successful truck building, plus all the great engineering and manufacturing facilities of General Motors. It is, in fact, the culmination of everything learned since motor trucks were first built. And so it is only natural that it should actually be a truck without "bugs"—**a truck endowed with incomparable power, endurance and economy.**

See Big Brute today. Test it on the steepest hills and in the hardest pulling. Notice how eagerly it responds to a touch of the throttle. Put it up against the hardest jobs you know. Expect **more** of it. **You will not be disappointed.**

Sold and Serviced Everywhere by Branches, Distributors and Dealers of

GENERAL MOTORS TRUCK COMPANY, Pontiac, Michigan

A DIVISION OF YELLOW TRUCK AND COACH MANUFACTURING COMPANY

GMC 1, 1½ and 2½ ton trucks · GMC Big Brute 3½ and 5 ton trucks · GMC Big Brute 4 to 15 ton Tractor Trucks

CoGMT Co—1926 · Yellow Cabs · Yellow Coaches · Yellow Light Delivery Trucks · Hertz Drivurself Cars

New Incorporations Within the Industry

(Concluded from page 58)

housing and refrigerating. Capital, $10,000. Incorporators, G. A. Hassett, C. H. Aug and Frank L. Wuest.

McCulloch Cartage Co., Detroit.—General transfer and cartage. Capital, $15,000. Incorporators, John H. Thornton, George and Walter S. McCulloch.

Magazine Storage Co., Inc., New Orleans.—Warehousing of explosives, etc. Capital, $20,000. Charles A. Loesch heads the company.

Manchester Terminal & Warehouse Co., Houston, Tex.—General warehousing and storage terminal. Capital, $1,000,000. Incorporators, Don Hall, C. H. Wilson and Walter Walne.

National Alco Forwarding Co., New York City.—General transfer and express. Capital, $30,000. Incorporators, R. Benelli, A. Benelli and A. M. Galardi.

North Jersey Industrial Terminal, Inc., Union City, N. J.—General warehouse terminal. Capital, 100,000 shares of stock, no par value. Incorporators, Thomas P., Joseph A. and Vincent Bonanno.

H. M. **Pease Cold Storage Corp.**, Burt, Niagara County, N. Y.—General cold storage warehousing. Capital, $50,000. Incorporators, H. M., C. C. and H. R. Pease.

Peerless Cold Storage Co., Albion, N. Y.—General cold storage warehousing. Capital, $50,000. Incorporators, C. M. Harding, L. M. Burrows and F. H. Blake.

Red Hook Cold Storage Co., Red Hook, N. Y.—Cold storage warehousing. Capital, $100,000. Incorporators, W. S. Teator, O. Cookinham and I. P. Fraleigh.

O. Y. **Schnering Warehouse Co.**, Chicago.—General storage warehousing. Capital, 200 shares of stock, no par value. Incorporators, Karl F. Keefer, Samuel F. White, Jr., and M. C. Cronin.

Service Ice Co,. Springfield, Mo.—General cold storage warehousing and ice manufacturing. Capital, $120,000. Principal incorporator, A. Frank Goebel.

Sierra Van & Storage Co., Pasadena, Cal., established in 1922, has been incorporated, capital $500,000, by Frank Pickard, El Campo, Cal., president and operating executive; John H. Lowe, assistant manager, and Charles W. Faulkner.

Southern Ice & Storage Co., San Antonio, Tex.—General cold storage warehousing. Capital, $10,000. H. C. Loehr heads the company.

Transcontinental Forwarding Corp., New York City.—Transfer and express. Capital, $20,000. Incorporators, K. Kanter and R. V. Harrington.

Trans-Hudson Corp., Hackensack, N. J.—General transfer and express. Capital, $125,000. Incorporators, Clarence W. Murphy, Herbert O. Wentworth and Clyde A. Bogert.

Wallace Storage Co., Philadelphia.—General storage warehousing. Capitalization, $250,000. Incorporators, J. Vernon Pimm and E. M. MacFarland, Philadelphia, and R. L. Spurgeon, Wilmington, Del.

Warrick Ice & Storage Co., Boonville, Ind.—General cold storage warehousing. Capital, $15,000. Incorporators, Herschel Stephens, Isaac Alexander and A. B. Alexander.

Wheaton Safe Deposit Co., Wheaton, Ill.—Storage warehousing. Capital, $5,000. Incorporators, Robert L. Doran, David O. Dunbar and Walter S. Underwood.

New Trenton Company

The Trenton Storage Warehouse Co. has been organized in Trenton, N. J., by Harry A. Douglass, president, and Earl D. Douglass, secretary and treasurer, and has entered the business of merchandise and household goods warehousing, distributing for national manufacturers, and forwarding of shipments. The office address is 400-425 Southard Street.

Equipment and facilities include fifteen warehouses with 500,000 square feet of floor space; Pennsylvania Railroad sidings with capacity of fourteen cars; a waterfront location on the Delaware and Raritan Canal, four blocks from the city's center and from the Pennsylvania and Philadelphia & Reading freight and passenger depots; a fleet of Mack trucks and 10-ton Frauheuf trailers in daily service; moth-proof space for storage of rugs, clothes and furs; carpet-cleaning machinery; two acres of open storage, and individual floors and buildings to rent for light manufacturing or assembling.

Two of the company's buildings are being made over for storage and distributing of automobiles in carload lots.

Pacific Terminal Expansion

The Pacific Terminal Warehouse Co., Inc., operating plants in Los Angeles, Alhambra, Santa Monica, Pasadena, and San Bernardino, has announced plans for building a $200,000 six-story warehouse in Wilmington, Cal. Of concrete and steel, the structure will go up at Anaheim Boulevard and McFarland Avenue, and will be the company's water-rail terminus with direct belt line connections with all the harbor's docks and served by spur tracks from the main line of the Santa Fe and Pacific electric roads.

Bush Stock Ownership Plan

A stock ownership plan through which employees may share in the management and profits of the Bush Terminal Co., New York, was anounced recently by Irving T. Bush, president. Details are being worked out.

Members of al departments will be eligible to purchase stock. The plan will be supervised by three employees appointed by the directors. The board is to have broad power so that it may decide equitably and speedily all cases that may come up.

Construction, Removals, Purchases and Changes

(Concluded from page 58)

warehouse of steel and reinforced concrete, with the foundation of sufficient strength for two additional stories.

Southeastern Ice & Cold Storage Co., Chattanooga, Tenn., has increased its capital stock to $1,500,000 from $560,000.

South End Express Co., Inc., Montclair, N. J., will rebuild its storage and garage structure recently destroyed by fire with an estimated loss of $15,000.

Standard Storage Co., Boston, has taken out a permit for the erection of a $55,000 warehouse.

Stanton Cold Storage Co., Opportunity, Wash., has tentative plans for rebuilding that portion of its cold storage warehouse destroyed by fire on July 14 with an estimated loss of $110,000.

Stimson Terminal Co., Cambridge, Mass., has plans for a $200,000 warehouse at 128 Sidney Street.

Watsonville Ice & Cold Storage Co., Watsonville, Cal., will spend about $150,000 for extensions and improvements in its cold storage warehouse.

Wiggins Ice and Cold Storage Co., Wiggins, Miss., will build a $50,000 cold storage warehouse and ice plant.

Winnipeg Storage, Ltd., Winnipeg, Canada, has taken over part of the business of Boulton's Storage.

Wisconsin Cheese Producers Federation, Plymouth, Wis., is planning to erect $70,000 2-story and basement cold storage warehouse, 80 by 150 feet, at Marshfield, Wis.

Yarnell Transfer & Storage Co., Lakeland, Fla., will build a $30,000 2-story hollow tile and reinfored concrete warehouse, 66 by 76 feet, on East Rose Street, west of the tracks of the Fort Myers division of the Atlantic Coast Line.

Youngstown Cold Storage Co., Youngstown, Ohio, is planning to build a $500,000 cold storage warehouse at 908 West Rayen Avenue.

Edelen Company Builds

One of the most adequately equipped household goods depositories in the South is being erected in Knoxville, Tenn., by the Edelen Transfer & Storage Co. J. W. Edelen, president, has made recent trips to Baltimore, Philadelphia and Atlantic City, and H. E. Edelen, manager, to St. Louis and Cincinnati in search of modern ideas on construction of buildings of this character.

The new plant, to cost $100,000, is going on the west side of North Broadway, adjacent to the company's present structure at 713-715. It will be of concrete, structural steel and brick, and will be fireproof. Doors connecting apartments will be of solid steel. One feature will be a fireproof brick vault for storage of silverware, on the first floor. One section of the building will be given over to storage of pianos and musical instruments. A Shepherd freight elevator, 8 by 15 feet and with a carrying load of 7500 pounds, will be installed.

It is planned to have the warehouse ready for occupancy in the fall.

Why Garrett & Son changed to Kelly Kats

ESTABLISHED 1851

C. S. GARRETT & SON CORP.

20 & 22 SOUTH MARSHALL STREET

RAWHIDE WATERPROOF PAPER

Building and Roofing Papers
Coal Tar and Asphalt Products

PHILADELPHIA

A. BATCHELOR
President

April 15th, 1926

Atlantic Tire & Rubber Co.
1415 Mt. Vernon St.
Phila. Pa.

Attention of
Mr. Jos. Browne

Gentlemen:-

In reply to your Mr. Browne's inquiry as to why we changed to Kelly Caterpillar tires for our trucks we would call your attention to our motto, "Roofing Materials delivered WHERE you want them WHEN you want them."

New Building Operations, as you know, are usually off the paved streets. We found Kelly-Kats would not only take the load in to the job through the mud but would also get the truck out again.

We formerly had quite a lot of trouble with our trucks getting stuck in the mud but have not had one stuck since changing to Kellys.

We also use Kelly Air-Core Tires on the fronts as we believe they save in repair bills by relieving the motor from the shocks and jars of a rough road.

We certainly would not hesitate a moment in recommending Kelly Tires to any one giving their trucks the rough usage we do.

Very respectfully yours,

C. S. GARRETT & SON CORP.

C. S. Garretts.

THE third paragraph of this letter from C. S. Garrett & Son Corp. to the Kelly-Springfield dealer in Philadelphia, tells a story in itself.

Kelly Kats are noted for their phenomenal traction. They will plough through mud or over crushed rock and gravel without any tire-some, profit-eating delays.

The truck equipped with Kelly Kats will go wherever the engine has power to push it.

KELLY-SPRINGFIELD TIRE CO.
250 West 57th St., New York, N. Y.



KELLY-SPRINGFIELD TIRES

Has Hand-to-Mouth Buying Come to Stay?

(*Concluded from page 9*)

used to do. The situation among the distribution and warehousing channels is no different than it is in other channels. I wish I could say that these conditions were not going to exist longer, but I really think that they are."

Charles E. Butman, traffic manager of the New England Confectionery Co., Boston, believes that hand-to-mouth buying "has reached its limit," though it will continue with competition, and the major factors have been:

"Prompt rail and truck service, no embargoes, no car shortages, and the desire of the retailer and jobber for a quick turnover."

Hand-to-mouth buying is only a temporary situation, in the opinion of W. K. Paff, general sales agent of the New Jersey Wire Cloth Co., Trenton.

"It will probably continue," he says, "until such a time as an acute shortage may exist, after which the tide will turn and go just as far the other way.

"It is not a new situation in so far as our industry is concerned. We have been through it before. It is a condition that usually follows any extreme."

In the canned milk industry the hand-to-mouth method is likely to become "more or less permanent," in the belief of R. E. Hopson, general manager of sales of the Pet Milk Sales Corporation, St. Louis. Further quoting:

"There are several contributing factors: increasing number of brands being offered; keener competition between manufacturers; the development and growth of both cash and carry jobbers and chain stores; increased competition between the different classes of jobbers and the different classes of retail stores; the ever increasing importance and necessity of the consideration of turnover of stocks; the increasing necessity for extending best possible service, and so on."

Overloading Unpopular

Partly due "to the encouragement of manufacturers," hand-to-mouth buying has become permanent in the confectionery business, as "small and frequent orders insure fresh goods on hand at all times," explains G. A. Nimmo of the Planters Nut & Chocolate Co., Suffolk, Va.

"The primary cause is the article itself," he points out. "Fresh stock is necessary if the confectioner is to stay in business.

"We would judge that hand-to-mouth purchases are somewhat affected by the present state of production. Raw products are prepared for market according to the demand. Neither the producer, manufacturer nor consumer overloads his storage capacity.

"With continued improvement in transportation facilities and favorable distribution through warehouses, what incentive is there for carrying large stocks?"

Stockton Buzby of the Procter & Gamble Distributing Co., Cincinnati, soap manufacturers, summarizes the situation in the following way.

"Since the war period dealers of all classes have become more cautious in purchasing, and they are inclined to buy only what they can sell in a reasonable length of time.

In the Soap Industry

"In the large cities we find that most retail grocers purchase from two weeks to thirty days' supply at one time, while in the country districts purchases are made for thirty, sixty or ninety days.

"We do not believe that you would term this hand-to-mouth buying, and we have noticed no tendency on the part of retailers to decrease their individual purchases in the last two or three years.

"Of course, prior to the war many dealers purchased in larger quantities than they now purchase, but, as we do not sell less than five cases of our goods to any one dealer, we naturally do not ask warehouses to handle less than this quantity for us.

"We do not know whether you would consider a five-case delivery of soap as a hand-to-mouth basis, but we think, as far as the soap industry is concerned, that the majority of dealers who can really be classed as retail grocers purchase our own and competing products in five-box lots."

Hand-to-mouth buying is "getting stronger every day" and is likely to become permanent, believes C. W. Bates, traffic manager of the Raymond Bag Co., Middletown, Ohio. The primary causes, from the viewpoint of his industry, are—

"Good railroad service, financial situations, and no one carrying a stock other than what will carry him over for the time being."

A. Heuser of the accounting department of the Roessler & Hasslacher Chemical Co., New York, believes there is "a strong possibility" that hand-to-mouth buying will become permanent. He thinks the reason is—

"Because of better distribution facilities, consequently removing the necessity, on the manufacturer's part, of carrying large stocks."

C. Lynn Waller of the sales department of the Scott Paper Company, Chester, Pa., believes, on the other hand, that the tendency "is away from hand-to-mouth buying" and that "the permanence of the method depends upon the general economic conditions of business and the dealer's confidence in the future."

"We regard the causes in our own industry," to quote further, "as more widespread and greater consumption of toilet paper and paper towels, resulting in quicker turnover for dealers, accompanied by their great appreciation for the tremendous field for these articles."

In the opinion of W. H. Long, traffic manager of the Shaw-Walker Co., Muskegon, Mich., makers of card cabinets, hand-to-mouth buying is likely to become permanent.

"Our dealers," he says, "do not wish to invest heavily in stock. This is due to past experience in overstocking mostly. Dealers wait until the article itself is actually sold before ordering."

The storage department of Swift & Co., Chicago, believes that hand-to-mouth buying "will last for four or five years more." To quote further:

"So far as our industry and other industries are concerned, it is believed they learned their lesson some years back and do not care to keep a lot of money tied up in slow moving product for any length of time."

G. H. Miller of the E. M. Trimble Manufacturing Co., crib makers, Syracuse, N. Y., thinks the tendency is toward hand-to-mouth buying, but he adds:

"Very few methods become permanent. We think this tendency will last well into any period in which it is quite difficult to get goods or in a rising price market."

Hand-to-mouth buying is due, he thinks—

"To speed up turnover. To keep inventories low. To guard against markdowns and other losses on obsolete goods. To guard against losses on manufacturer's price reduction.

"In spite of the fact that hand-to-mouth buying increases manufacturer's cost, we think it a wise policy for retailers to follow, but not beyond the point where stocks are starved and sales are lost. The difficulty is that this policy is being carried to extremes."

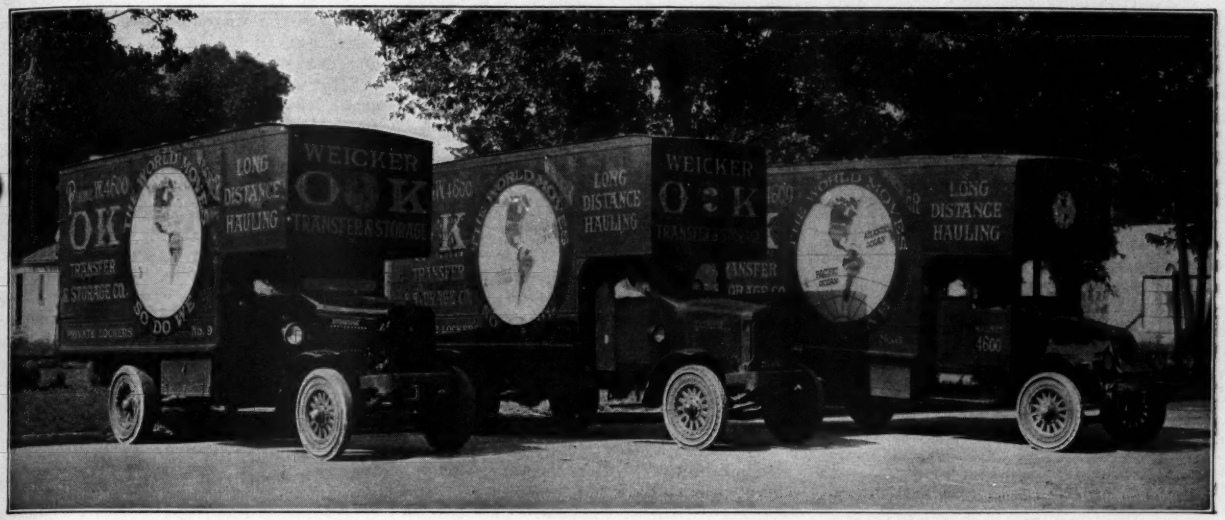
Avoiding Liquidation

B. C. Hart, traffic manager of the Tropical Paint & Oil Co., Cleveland, believes hand-to-mouth buying is increasing and not decreasing and that "decidedly" it may become permanent, adding:

"Manufacturers, if possible, are set to avoid another era of liquidation that followed the abnormal conditions—the direct result of the World War. The singeing was very severe in most cases, and a burned child dreads the fire."

As causes, Mr. Hart assigns "A shaky foundation and improved transportation."

(*Concluded on page 64*)



"We have put them through the severest tests . . . .

There is no truck on the market that surpasses the International for this line of work."

Everybody in Oklahoma City, Okla., knows the International Truck fleet of the O. K. Transfer & Storage Co. Day in and day out, these big trucks haul merchandise in, out of, and about Oklahoma City with unusual dispatch. Internationals have been doing this kind of hauling for "O. K." for 16 years! For the real story read what the owners say:

"We are at present operating 10 International Trucks, and have been using Internationals continuously since 1910—or a period of approximately 16 years.

"The accompanying photographs of some of our motor vans will show the type of work these trucks are used on in inter-city and local moving. We have at times tried other makes of trucks but have always found that Internationals supply every need of the transfer and drayage business. We have put them through the severest tests, over oil field roads and under the severest conditions.

"We have just recently ordered two additional 3-ton Internationals, which in itself is evidence of our confidence in these trucks. We believe we know what we are talking about when we say that there is no truck on the market that surpasses the International for this line of work. We are now operating one that has gone over 200,000 miles. Several others in our fleet have passed the 100,000 mile mark."

There is much in the "O. K." experience during the past 16 years to guide storage men to International. If you wish further information on any point, write to the address below.

The International line includes the Special Delivery, 1-ton and 1½-ton Speed Trucks, Heavy-Duty Trucks ranging from 1½-ton to 5-ton sizes, Motor Coaches for all requirements, and the McCormick-Deering Industrial Tractor. Served by the world's largest Company-owned truck service organization—120 branches in the United States and 17 in Canada.

INTERNATIONAL HARVESTER COMPANY
606 So. Michigan Ave. *of* America *(Incorporated)* Chicago, Ill.

INTERNATIONAL HARVESTER COMPANY TRUCKS

(*Concluded from page 62*)

Hand-to-mouth buying has already reached "a more or less permanent basis," in the opinion of S. Robert Hart, traffic manager of the United States Envelope Co., Springfield, Mass., "although it is possible some revolution in general business methods at some time in the near future may effect a change." He sets down as major factors:

"The generally splendid condition of our railroads, both as to their financial and physical condition, making it possible for the carrier to accord to shippers and receivers a very high standard of service, deliveries as a result being very prompt after departure of the shipments from shipping point.

"Then, too, a tremendous burden has been placed upon the shoulders of the manufacturer, for under the present system of this so-called hand-to-mouth buying the buyer is relieved of the necessity of investing his money in warehouses, etc., and is likewise correspondingly relieved of tying up a large volume of his money in his purchases. It seems to me that is the explanation of the general system of buying."

Charles M. Long, traffic manager of the Wasmuth-Endicott Co., kitchen cabinet makers in Andrews, Ind., believes hand-to-mouth buying will likely become permanent, and he says:

"In our particular line it is due to the gradual change in the product, and, further, the very excellent service rendered by the transportation companies makes quick delivery possible. The tendency also to hold stocks low, due to a possible uncertainty in business, seems to point toward the permanent thing of this method of buying."

But the limit has probably been reached, in the opinion of R. E. Moon of the Welch Grape Juice Company, Westfield, N. Y., as, he says, "there will be some recession when it is being overdone—and there are such places—and some increase in intensity where it has not yet reached saturation point." Yet he thinks that the method is likely to become permanent. The causes in his industry, he concludes, are "desire for quick turnover" and "limited credit."

Past "Excesses" Recalled

Edmond E. Lincoln, chief statistician of the Western Electric Company, New York, analyzes the situation as follows:

"The present tendency seems to be more toward hand-to-mouth buying. As long as prices tend to soften and transportation facilities are ample hand-to-mouth buying will probably continue in well managed concerns. It is not probable that many large industries will again go to the excesses in forward buying which were common in 1919-20.

"In addition, it has been found profitable to cut down investment in inventory and to be free from embarrassing commitments at a time when the general price level seems to be tending downward."

K. H. Webster, of the warehouse department of the Wildroot Company, hair tonic manufacturers in Buffalo, states that that company's analysis of sales distribution had shown that the firm's retail trade "has a growing tendency to order directly through our wholesalers." He goes on:

"Formerly we were selling to a large number of retail stores, as well as to the wholesale dealers, and, as our sales force have educated the retailer and are gradually putting the orders through wholesale houses, this necessarily means that we are selling larger orders to the wholesale trade.

"We have been experiencing the example of hand-to-mouth buying during the previous year, due to the fact that special deals were extended to the retail trade, but now that these deals have expired we are enjoying business on a much larger scale.

"We have our merchandise distributed by warehouses throughout the country, which facilitates quick shipments on all our orders. The warehouse has been the medium which has caused the wholesalers to buy in smaller quantities, due to the fact that we have been able to supply them with quicker and better service, and they have not been forced to stock so heavily as previous to the time we warehoused our merchandise.

"We believe that small order buying will not be permanent—at least in our business—and according to the present trend of business it looks favorable for our customers ordering on a much larger scale than heretofore."

"People Afraid to Buy"

A. T. Cobb, traffic manager of the Yawman & Erbe Manufacturing Co., manufacturers of filing systems and equipment in Rochester, N. Y., considers the tendency the same as it has been for many months past—"everybody is buying as little at a time as possible; moreso than a year ago." To quote further:

"I believe it will continue to be practically a permanent proposition; now that the buyers have learned that they can buy in small quantities and the shipper has arranged to make prompt delivery, it saves considerable investment and it has become more or less of a habit.

"The primary causes of this situation are the high prices that prevailed at the close of the war, making people afraid to buy in quantities, and naturally when the retailer had this condition to contend with it reflected back to the jobber and producer.

"I don't believe there will be a change in this situation until such time as the public generally can be in a position where quantity buying will actually produce a saving to them."

W. M. Bienhart, secretary of the H. Zering Manufacturing Co., Cincinnati, makers of industrial trucks and trailers, comments that opinions expressed by the company's larger customers indicate that hand-to-mouth buying will continue for some time to come.

"Overbuying," he says, "has been one of the causes of much grief to many dealers. This is because of change in styles, which in turn causes slow moving stocks and frozen assets.

"However, the facilties and service offered by the warehouses of today is an important factor in the quick turnover advantages of hand-to-mouth buyers.

"Many of the larger manufacturers of staple lines are using warehouses to carry their stocks and in this way are able to give prompt delivery on these smaller orders. Today many articles are now stocked in local warehouses and practically immediate delivery can be made where formerly it would require a week or ten days at least.

"The warehouses in this way are offering advantages of quick turnover to the hand-to-mouth buyers. This method of buying is a real advantage to the warehouse industry, as it in turn requires the larger manufacturer to warehouse his products at convenient points to his market."

"The Old Bunco Gag"

A familiar game of fraud was reenacted recently at the San Francisco office of the Bekins Van & Storage Co., San Francisco, and the industry's attention is directed anew to the scheme in a letter to *Distribution and Warehousing* from Hugh McGlyn of the Bekins firm. Under the title of "The Old Bunco Gag Worked Again," he writes:

"On the morning of July 29 a small outside truck stopped in front of Bekins' Geary Street depository, in San Francisco, and one of the men from the truck came into the office. He inquired what our storage rates were, and, after getting all of the information, he stated he would go out and talk it over with the other man on the truck. After some conversation on the truck, he sent the truck man around to the delivery door and walked away.

"About twenty minutes later the truck man came into the office and inquired where the young man was who was paying the $15 storage bill. The truck man stated he was on his usual stand in Oakland when this young man came up and asked him what he would charge to bring a load of furniture over from Bekins' warehouse in San Francisco to Oakland. Upon quoting his rates the young man went into a near-by hotel and returned, stating that his father said the price was satisfactory and he would immediately go with him to San Francisco to get the goods. Upon arrival at Bekins' office in San Francisco he stopped the truck and the young man went into the office to make arrangements to get the goods, and came out and told him there were $15 charges due on the lot and that Bekins refused to accept a check. The truckman therefore advanced him $15 in currency and was instructed to go around to the delivery door to get the goods.

"After being told that the young man merely came in the office and inquired about storage rates, he then 'awoke' to the fact that he had been buncoed out of his $15 as well as his time and expense in coming to San Francisco.

"So the old game is played from time to time, and it behooves us all to watch our step."

For touchy loads Budd-Michelin Dual Wheels ...and a cushion of air!

◆

PNEUMATIC tires are the best insurance against cargo breakage—that's one reason why furniture men, bottlers, warehousemen and department store owners are putting their trucks on Budd-Michelin Dual Wheels.

When you put a truck on Budd-Michelin Duals you put it on a cushion of *air*. That takes the heart out of road shocks—protects the truck and protects the load. The truck lasts longer, maintenance costs are less and repair bills are fewer and farther between!

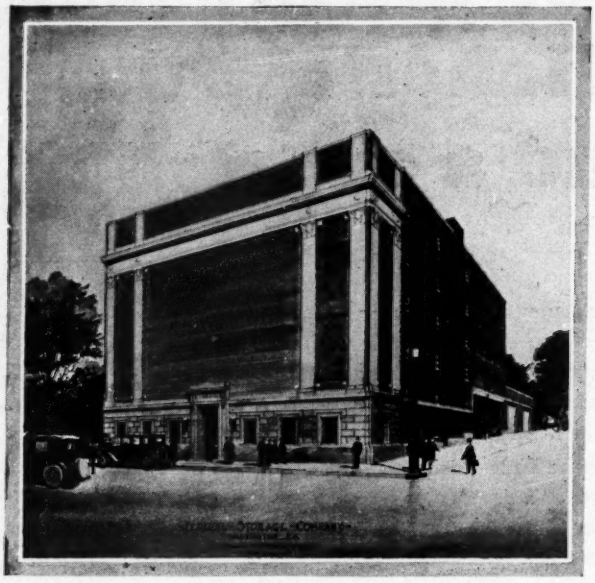
Thousands of truck owners are finding this out. They have learned a lesson from the bus industry. Budd-Michelin Dual Wheels carry over 40,000 giant buses—and these buses *have* to keep operating costs at bed rock. Their sole profit depends on it! They carry tremendous loads at high speed, yet, they get from 15,000 to 20,000 miles and more from a set of pneumatics! Heavy trucks on Duals are getting the same remarkable tire mileage.

Budd-Michelin Duals mean greater speed, more deliveries per truck, less time and expense on long hauls and more comfort to the driver. All truck manufacturers supply Duals on new jobs. Your present trucks can be converted. Your dealer can give you the details—or write direct to us.

BUDD
WHEEL COMPANY
Detroit



The Budd-Michelin equipment—two Budd-Michelin single wheels in front, two Budd-Michelin Dual Wheels in the rear (pairs of single wheels acting together as units). All wheels completely interchangeable either as units or as halves of Duals. One spare.



Federal Storage Co.
Washington, D. C.
Designed and built
by
Moores & Dunford, Inc.

But one of a great many warehouses built for the industry.

COME TO HEADQUARTERS

Over a period of years Moores & Dunford have compiled a designing and building record that places the name of this corporation in the front rank of Warehouse Architectural Engineers.

The vast number of Warehouses and Terminals designed and built under Moores & Dunford's direction and supervision has practically created a headquarters to which prospective warehouse owners can turn with a feeling of confidence that their wants and needs will be fully met to the last detail.

A Moores & Dunford Warehouse is scientifically planned and constructed and provides that most necessary requirement—maximum amount of available storage space.

Those who contemplate building should by all means communicate with us.

We charge no fee for consultation and advice

MOORES & DUNFORD, Inc.

110 East 42nd St. **New York City**

Years of specializing in the planning and designing of Warehouses.

A Moores & Dunford designed and built Warehouse means greatest available storage space.

The Shippers' Index



A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

"ANDY" SAYS:

A recent report I read states that there were eight million more pounds of tea consumed in the United States in 1925 than in 1924 and that the value of last year's tea importation to this country was valued at $31,454,181.00.

To me, this report is especially interesting because I was born on the Island of Ceylon, India. My father was a tea planter there, owning and operating two good sized estates.

In 1887 he sold his interests and came to this country to represent his fellow planters and to pioneer the sale of Ceylon tea in America.

He went "broke" doing it because there was so little tea consumed here and most of that was green Japan tea, not black.



Advertising is gradually making a tea-drinking nation of America. No power on earth can accomplish what advertising is performing for those who use it.

On all sides of us we can find concrete examples of miracles performed through publicity and judicious advertising. It isn't applicable to any one man or any particular group; it can be profitably applied to any man's business, group of interests, or to any industry.

Public warehousing is unquestionably alive to the possibilities of the future, but is it advertising its service to industry as it should? Is it carrying its industrial advantages to those who can and should benefit by the service it has to offer—a real economic advantage that benefits every one right down to the ultimate consumer?

Distribution and Warehousing has been championing the cause of public warehousing for the past twenty-five years and it feels its work has not been in vain.

One has only to think of the industry as it was a quarter-century ago to recognize its industrial growth.

What the next twenty-five years will see happen is hard to imagine. However, to quote Phillips Brooks—

> "The ideal life is in our blood and never will be lost. Sad will be the day for any man when he becomes contented with the thoughts he is thinking and the deeds he is doing—where there is not forever beating at the doors of his soul some great desire to do something larger, which he knows he was meant and made to do."

That, I think, is the spirit of modern public warehousing and most of those who are in it. ***Distribution and Warehousing*** and all that it represents is out to tell that story to the World.

"ANDY."

CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

October	Connecticut Warehousemen's Association	(To be decided)
October 15-16	Missouri Warehousemen's Association	Columbia
October	Southern Warehousemen's Association	Atlanta
November	Wisconsin Warehousemen's Association	(To be decided)
December	Illinois Association of Warehousemen	Chicago
December or January	American Warehousemen's Association	Probably Kansas City
December or January	American Chain of Warehouses	Probably Kansas City
December or January	Distribution Service, Inc.	Probably Kansas City
December or January	National Distributors' Association	Probably Kansas City
January	National Furniture Warehousemen's Association	(To be decided)
January	New Jersey Furniture Warehousemen's Association	Newark
January	New York Furniture Warehousemen's Association	New York
February	Maryland Furniture Warehousemen's Association	Baltimore
February	Pennsylvania Furniture Warehousemen's Association	Philadelphia
June	Canadian Storage & Transfermen's Association	Winnipeg

BIRMINGHAM, ALA.

Charlie's Transfer Co.

Incorporated 1903

Distributors and Forwarders
Storage and Hauling

We specialize on merchandise handling.

Private siding, connecting with all railroads.

BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

HARRIS TRANSFER AND WAREHOUSE CO.

FIREPROOF and NON-FIREPROOF WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING

Prompt Service—Accurate Accounting

8 South Eighteenth Street

Members: A. W. A., N. F. W. A., SO. W. A., ALA. T. & W. A.

BIRMINGHAM, ALA.

Hess-Strickland Transfer & Storage Co.

General Merchandise, Furniture and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

BIRMINGHAM, ALA.

Wittichen's Fireproof Warehouse

Operated by
Wittichen Coal & Transfer Company

Members

Southern Warehousemen's Assn.
Ala. Warehouse & Transfer Assn.

POOL CAR DISTRIBUTORS—

Hauling, Packing Household Goods and Merchandise.

Free switching from all Railroads. Warehouse and Office on Southern Railroad. 2329-31 First Avenue, No.

HUNTSVILLE, ALA.

DIXIE WAREHOUSE & STORAGE CO.

Huntsville, Ala., Madison County
GENERAL BONDED STORAGE AND DISTRIBUTION

Thru car load rates to Huntsville from North lower than to Birmingham with very low local rates to the Muscle Shoals district. Huntsville offers an ideal distributing point to Sheffield, Alabama; Florence, Alabama; Tuscumbia, Alabama; Decatur, Alabama; Albany, Alabama; Athens, Alabama; Gadsden, Attalla and Alabama City, Alabama; and Fayetteville, Tenn. Alabama Safety with Service.

MONTGOMERY, ALA.

LEADING WAREHOUSEMEN

DISTRIBUTION—HAULING
PACKING — STORAGE of
HOUSEHOLD GOODS
MERCHANDISE and AUTOMOBILES

TWO LARGE WAREHOUSES—PRIVATE SPUR
LARGE FLEET OF MOTOR TRUCKS

ALA. MOTOR TRANSFER CO.

COR. LAWRENCE and RANDOLPH—132 LEE

MONTGOMERY, ALA.

L. J. MOELLER, Pres.

STORAGE—FORWARDING—DISTRIBUTING
Warehouse on Western Railway of Alabama.
Bonded. Sprinkler System. Low Insurance.
ALABAMA'S LARGEST MERCHANDISE WAREHOUSEMEN

MOELLER TRANSFER & STORAGE CO.
210-220 Coosa St. P. O. Box 552.
PROMPT SERVICE SATISFACTION GUARANTEED
Members: American Warehousemen's Association, Southern Warehousemen's Association

MONTGOMERY, ALA.

L. J. MOELLER, Pres.

Stanford Transfer and Warehouse Co., Inc.
Household Goods Exclusively
MOVING STORAGE PACKING and SHIPPING
3 Jefferson Street

PHOENIX, ARIZONA

ARIZONA STORAGE *and* DISTRIBUTING CO.
MERCHANDISE and HOUSEHOLD GOODS
POOL CAR DISTRIBUTION
Lowest Insurance Rates *Trucking Service*
18 SOUTH CENTRAL
N.F.W.A.—A.W.A.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS
FIREPROOF STORAGE
26 North Scott St. Tucson, Arizona

FORT SMITH, ARK.

O.K. TRANSFER & STORAGE CO.
Rogers Ave. and 2nd St.
FORT SMITH, ARK.
Storing—Shipping—Moving
Pool-Car Distributing a Specialty

The Men Who Distribute

Durkee's Salad Dressing

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

LITTLE ROCK, ARK.

Commercial Warehouse Co.
801-7 East Markham St.

"A COMPLETE SERVICE"

Modern Offices—Storage—Drayage & Distribution
Located in the heart of the wholesale and shipping district

Fireproof *Sprinklered* *Low Insurance*

Private Railroad Siding Quick Service

LITTLE ROCK, ARK.

J. M. Walker, Pres. W. E. Lott, Sec'y.

OK STORAGE & TRANSFER CO. INCORPORATED

Member N. F. W. A. So. W. A.

Operating WAREHOUSES
Memphis
New Orleans
Louisville
Little Rock

FIREPROOF STORAGE Household Goods Markham and Rector Streets

LITTLE ROCK, ARK.

Terminal Warehouse Co.

Storage—Drayage—Distribution

85,000 Sq. Ft. Warehouse Space
Fireproof Sprinklered
Free Switching from All Railroads

TEXARKANA, ARK.

DISTRIBUTION

TEXARKANA
1882
Complete Service
HUNTER TRANSFER CO.
ARK-TEX. STORAGE

The Men Who Distribute
Keystone Wire & Steel Products
Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

BERKELEY, CAL.

DRIVER STORAGE CO.

Formerly
STUDENTS TRANSFER & STORAGE CO.

Distributors of Pool Cars
Fireproof Depositories

SHATTUCK AVE. AT WARD ST.

FRESNO, CAL.

Monterey at Van Ness Ave., Fresno, Cal.

BEKINS VAN & STORAGE CO.

San Francisco, Cal.
Los Angeles, Cal.
Oakland, Cal.
Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.
Hollywood, Cal.
Sacramento, Cal.

MOVING SHIPPING PACKING STORING

FRESNO, CAL.

Valley Van & Storage Co., Inc.
Private Spur
Distributors of Pool Cars of
Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL.

8421 Santa Monica Blvd.

BEKINS VAN & STORAGE CO.

Our New Fireproof Depository Serves Hollywood and Beverly Hills

MOVING SHIPPING PACKING STORING

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc.
"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P., S. P. or A. T. & S. F. RR.
1025 N. Highland Ave., Hollywood, Calif.

LONG BEACH, CAL.

CITY TRANSFER & STORAGE CO.

140 PACIFIC AVENUE Est. 1903 LONG BEACH, CALIFORNIA

HOUSEHOLD GOODS and MERCHANDISE

Removals—Packing—Forwarding—Distributing
Warehouse Spur—Union Pacific—Southern Pacific and Pacific Electric

MEMBERS: California Warehouseman's Assn. Pacific Coast Furniture Warehouseman's Assn. National Furniture Warehouseman's Assn.

San Pedro—DOCK CONNECTIONS—Wilmington
SAFETY SERVICE

LONG BEACH, CAL.

Long Beach Transfer & Warehouse Co.

Incorporated 1907

Household Goods Our Specialty

Removals, Storage, Packing, Forwarding and Distributing

Private Siding—Union Pacific Railroad

MEMBER { National Furniture Warehousemen's Association. Pacific Coast Furniture Warehousemen's Association.

We send our check promptly on collection of your charges.

Only Fireproof Warehouse in Long Beach on a Private Siding

LOS ANGELES, CAL.

1335 So. Figueroa St., Los Angeles, Cal.

BEKINS VAN & STORAGE CO.

San Francisco, Cal.
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Fresno, Cal.
Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.
Hollywood, Cal.
Sacramento, Cal.

MOVING SHIPPING PACKING STORING

LOS ANGELES, CAL.

We STORE MOVE PACK SHIP Household Goods

Birch-Smith FIREPROOF STORAGE COMPANY

BEN F. FERRIS mgr.
member N.F.W.A. P.C.F.W.A.

- Pool Car Distributors
- Private Spur Track
- Our Policy Reciprocity

3625 So. Grand Ave. Phone TR. 4121

LOS ANGELES, CAL.



CALIFORNIA TRUCK CO.

INCORPORATED 1884

Pool Carload Distributors

Handling goods destined to points in

SOUTHERN CALIFORNIA and ARIZONA

and to

TRANS-PACIFIC PORTS

P. O. BOX 570, ARCADE STATION

LOS ANGELES, CAL.

C. E. NICHOLSON Res. Phone Un. 3365

CHICAGO VAN AND STORAGE CO.

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FIREPROOF AND NON-FIREPROOF

LOS ANGELES, CAL.

Piano Moving—Baggage Delivered—Expert Packing and Shipping At Reduced Rates

Office: 1701-9 South Hill St. Westmore: 2251 2252

LOS ANGELES, CAL.

Located in the Center of Downtown Business District

COLYEAR'S VAN & STORAGE CO.

Curtis C. Colyear, Prop.

MAIN OFFICE—415 S. San Pedro St.

Warehouse No. 2
415 S. San Pedro St. Fireproof.

Warehouse No. 4
540 S. Alameda St. Sprinkler Equipped.

Member { American Warehousemen's Association; Nat'l Furn. Warehousemen's Association; Pacific Coast Warehousemen's Association; Los Angeles Warehousemen's Association

Moving—Packing—Storing—Shipping
Pool Car Distribution—Household Goods—Merchandise
Twenty-Two Years of Dependable Service

LOS ANGELES, CAL.

Fidelity Fireproof Storage

Packing, Moving, Shipping of household goods, distribution of pool cars to and from everywhere.

WASHINGTON & ARAPAHOE ST.

LOS ANGELES, CAL.

Consign to Hollywood, center of Residential Los Angeles

Hollywood Storage Company, Inc.

Fireproof

Send for map showing why our location saves money on shipments to residential Los Angeles and Beverly Hills.

Car Distribution Private Siding P. E. R. R.

We have Los Angeles Terminal Rates

1025 No. Highland Ave., Hollywood (Los Angeles) Calif.

LOS ANGELES, CAL.

LA WAREHOUSE

Centralized Distribution of Household Goods and Merchandise

By consigning your shipments for Hollywood and Beverly Hills as well as Los Angeles direct to us you will save many arguments which mean dissatisfied customers.

A Complete Service.

Los Angeles Warehouse Company

316 Commercial St. Los Angeles, California

LOS ANGELES, CAL.

Consign to LYON

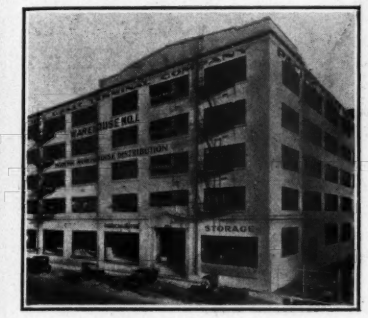
Two modern Fireproof Warehouses in residential districts — private spur tracks. Prompt service and collections.



Lyon Fireproof Storage Co.

1950 SO. VERMONT AVE. LOS ANGELES

LOS ANGELES, CAL.



Modern Distribution of Merchandise

Service That Wins Trade for *You*

Pacific Coast Terminal Warehouse

820 McGarry St.

Spur Tracks—Fireproof
Insurance Rate 17 Cents

Interurban Truck Station for
Store Door Delivery in So. California

Trapcars to Depots Daily

Inventories and Stock Transaction
Reports Forwarded Promptly.
Cartage Service—Prompt Deliveries
Office and Desk Space Rented

Chas. G. Munson, Vice-Pres. and Operator

LOS ANGELES, CAL.

STORAGE DISTRIBUTION CARTAGE

Modern Fire-Proof Warehouses—Free and Customs Bonded at
Los Angeles and Port of Los Angeles

Insurance Rate as Low as 18c

Space Leased for Private Warehouse—Office or Desk Space Provided—Cotton Warehouses and Compresses at Port of Los Angeles.

Union Terminal Warehouse Company

Member of American Warehousemen's Association

Gerald FitzGerald, President — 731 Terminal Street
I. E. Blohm, Vice-President — Los Angeles, California

San Francisco Office...No. 9 Main Street

LOS ANGELES, CAL.

"When Shipping West, Ship Westland"

WESTLAND WAREHOUSES, located in heart of Central Manufacturing District, on tracks of Los Angeles Junction Railway (a neutral belt line road connecting with all main lines at through rates), offer you **complete** warehouse service in modern fireproof structures at reasonable rates. Lowest insurance rates in city. Office and display desk space for lease.

Westland Distribution & Storage Warehouse Co.

Central Manufacturing District — **Los Angeles**

LOS ANGELES, CAL.

MARK, DESTINATION

The Heart of The Best Residential District

HOLLYWOOD and Save

Los Angeles 7 MI-HAUL



PREMIER

FIREPROOF STORAGE CO.
6372 SANTA MONICA BOULEVARD
HOLLYWOOD CALIF.

LOS ANGELES, CAL.

The Most Up-to-Date Service for Los Angeles' Most Exclusive Residential Section.

WILSHIRE FIREPROOF STORAGE CO.

116 So. Western Ave., Los Angeles

Complete Facilities for
Freight Forwarding and Distributing of
HOUSEHOLD POSSESSIONS

Members: National Furniture Warehousemen's Assn.
Pacific Coast Furniture Warehousemen's Assn.

OAKLAND, CAL.

22nd & San Pablo Sts., Oakland, Cal.

BEKINS VAN & STORAGE CO.

San Francisco, Cal.
Los Angeles, Cal.
Fresno, Cal.
Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.
Hollywood, Cal.
Sacramento, Cal.

MOVING SHIPPING PACKING STORING

LOS ANGELES, CAL.

We Solicit Your Shipments and Pool Car Distribution

PRUDENTIAL STORAGE AND MOVING CO.

OFFICE: 941 W. 16th ST.
THREE WAREHOUSES—PRIVATE R.R. SIDINGS
Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

OAKLAND, CAL.

HOWARD TERMINAL

Warehouses situated at Tide-water adjacent to Piers.
Economy and advantage afforded Jobbers and Merchants.
From Ship to Warehouse
or
From Warehouse to Ship without transportation charge.

First and Market Streets — **Oakland, California**

The Men who Distribute

"Jello"

Read **DISTRIBUTION & WAREHOUSING** and consult the Shippers' Index.

OAKLAND, CAL.

NO TASK TOO GREAT

LAWRENCE WAREHOUSE COMPANY

NO DETAIL TOO SMALL



AL. T. GIBSON, *Pres.*
5TH AND KIRKHAM STREETS, OAKLAND

SACRAMENTO, CAL.

Capital V. & S. Co. owned and operated by

BEKINS
VAN & STORAGE CO.
MOVING SHIPPING PACKING STORING

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Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.

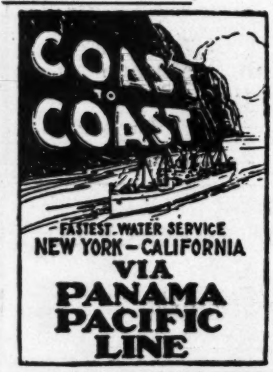
SACRAMENTO, CAL.

C. L. and L. C. L. Shipments
for
Delivery and Distribution
Given Personal Supervision

ELECTRIC
TRANSFER AND STORAGE CO.

Three Warehouses—Private Siding
Main Office 914—8th Street

SAN DIEGO, CAL.



SHIP THROUGH
National Freight Forwarding Co.

FOR ALL POINTS IN
NEW YORK
NEW JERSEY
CONNECTICUT
HAWAII

San Diego Office:
Kettner Boulevard at B Street
C. C. TEMPLE, Manager

SAN FRANCISCO, CAL.

13th & Mission Sts., San Francisco, Cal.

BEKINS
VAN & STORAGE CO.
MOVING SHIPPING PACKING STORING

Los Angeles, Cal.
Oakland, Cal.
Fresno, Cal.
Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.
Hollywood, Cal.
Sacramento, Cal.

SAN FRANCISCO, CAL.

Consign to
THE HASLETT WAREHOUSE CO.
60 CALIFORNIA ST., SAN FRANCISCO
Pioneer in the Warehouse and Distribution Business
Operating in the Logical Distribution Center of the Pacific Slope with Complete Warehouse and Drayage Facilities
Low Insurance Rates
S. M. HASLETT, President P. E. HASLETT, Secretary
Member American Warehousemen's Ass'n.
Member American Chain of Warehouses

SAN FRANCISCO, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL
DRUMM STREET, SAN FRANCISCO

SAN FRANCISCO
AT. T. GIBSON, Pres.

SAN FRANCISCO, CAL.



Storing *and* Distributing Merchandise Our Specialty

Let us handle your San Francisco shipments.

We supply the necessary services for the handling of merchandise through a modern warehouse.

San Francisco Warehouse Co.
625 Third Street

Associated With A National Group of Good Warehouses Represented By Distribution Service Inc.
CHICAGO 427 W. Erie St. Superior 9066
NEW YORK 100 Broad St. Bowling Green 8100

SAN FRANCISCO, CAL.

E. S. Ciprico, Pres. E. S. Ciprico, Jr., Sec.

UNION TRANSFER CO.
DRAYAGE — STORAGE — DISTRIBUTION
FREIGHT RECEIVED, SHIPPED and DELIVERED
POOL CAR DISTRIBUTION
Main Office, South End Ferry Building Phone Douglas 83

DENVER, COLO.

A. H. AMICK E. W. PITCHER

Amick Transfer & Storage Co.
1029 Santa Fe Drive, Denver, Colo.
FIREPROOF WAREHOUSE

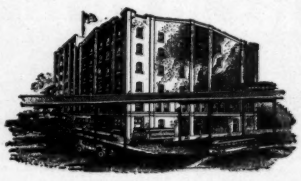
Pool cars distributed.
Local and interurban truck service.
Low insurance rates.

Household Goods
Complete packing service.
Reciprocity at every opportunity.
Open or private storage.

DENVER, COLO.

The Johnson Storage and Moving Company, Inc.
221 BROADWAY
MODERN FIREPROOF WAREHOUSE
DENVER, COLORADO
Member { C. T. & S. A. / N. F. W. A.
Household Pool Car Distributors

DENVER, COLO.



WAREHOUSE
Your Stocks With Us
150,000 Sq. Ft. Space
DENVER
Serves Two Million Population

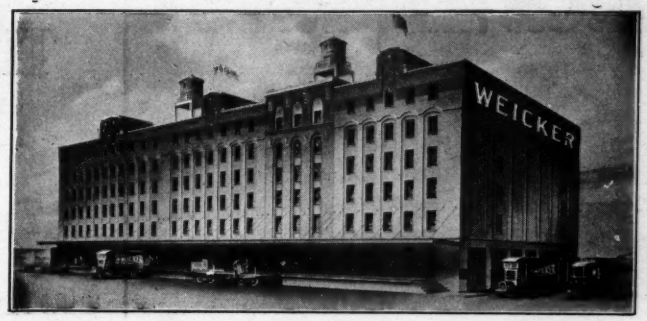
Send Pool Cars in our care for distribution.
42 teams and trucks insure prompt service to customers and satisfaction to you..

The Kennicott-Patterson Warehouse Corp.
1700 Sixteenth St. DENVER, COLORADO

The Men Who Distribute
Hoosier Kitchen Cabinets
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

DENVER, COLO.

When You Need SERVICE in Denver and vicinity



we are the distribution and warehousing specialists who can serve you best.

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal — comprehensive service and full protection at extremely low rates.

We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—*we will be glad to serve you.*

THE WEICKER TRANSFER & STORAGE COMPANY
1700 Fifteenth Street
Denver Colorado

DENVER, COLO.

When Shipping Think SWIFT

Moving and Storage Co. Inc.

Receivers and Distributors of Local and Car Load Lots. Operating Storage Warehouses for General Merchandise and Household Goods. We Solicit Pool Car Distribution. PRIVATE SIDING D. and R. G. W. Ry.; C. R. I. and P. Ry. Capable of Handling Eight Cars.

Free Switching from All Railroads Entering Denver.

PACKING MOVING SHIPPING

Warehouse Located Within Half Mile of Denver's Civic Center on Main Arterial Highway

SWIFT MOVING and STORAGE CO.
1440 West Colfax Ave. DENVER, COLO.

DENVER, COLO.

F. C. Bartle, *President*

The Merchants Storage & Transfer Co., Inc

1556 Wazee St., Denver

Drayage, Storage and Distribution

Sprinkler System Warehouse

Free Switching from All Railroads
Centrally Located in Shipping District
Storage of Merchandise and Household Goods
Household Goods Shipped to All Points at Reduced Rates
Distribution of Pool Cars Our Specialty
Correspondence Solicited

GREELEY, COLO.

The Union Delivery Company

MOVING, STORAGE, PACKING and SHIPPING of HOUSEHOLD GOODS
MERCHANDISE DISTRIBUTION, POOL CAR SHIPMENTS
R.R. siding U. P. and C. & S.
Members of THE COLORADO TRANSFER & WAREHOUSEMEN'S ASSOCIATION

PUEBLO, COLO.

"In the Transfer Business We Offer the Highest Speed Without the Grief"



Sudden Service!

Let us show you what we mean when we say Sudden Service!
General Transferring and Car Distributing.
Moving, Storage, Packing, Forwarding.

The Colorado Transfer and Warehouse Co.
Office and Warehouse: 122 W. First St., Pueblo, Colo.

PUEBLO, COLO.

200 So. Santa Fe. Ave., Pueblo, Colo.

BURCH WAREHOUSE AND TRANSFER CO. INC.



For Merchandise and Furniture

This modern warehouse contains every facility for the quick and economical handling of furniture and household goods. If you are looking for safe storage, quick deliveries and careful handling send your Pueblo shipments to Burch.

Unusual railroad facilities insure dispatch and economy. Pool cars will be carefully taken care of. Our trucking service is second to none. Try Burch!

Insurance Rate 18c.

H. E. Burch, Gen'l Mgr.

HARTFORD, CONN.

Established 1850 Incorporated 1908

The Bill Brothers Company

Transfer and Storage

190 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

PUEBLO, COLO.

POOL CAR DISTRIBUTION

for Southern and Western Colorado and New Mexico is best handled from Pueblo. Freight rates to all points are lowest from here.

Warehousing and forwarding in this district for forty years.

THE SAGE

Transfer & Storage Co.

GREENWICH, CONN.

HENRY G. DRINKWATER'S SONS, Inc.

Storage Warehouses

PACKING—CRATING—SHIPPING OF HOUSEHOLD GOODS

Members of the National Furniture Warehousemen's Assoc.

It's the 'ammer, 'ammer, 'ammer on the 'ard 'igh road

That tells upon the 'osses 'oofs and not the 'evvy load;

And it's just the 'ammer, 'ammer on the ADVERTISER'S NAME

That takes him from OBSCURITY and lands him safe in FAME.

"Pop."

HARTFORD, CONN.

Tel. Connection — Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT, Proprietor

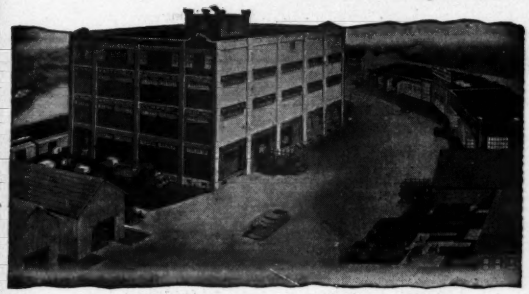
Local and Long Distance Furniture and Piano Moving
Packing, Crating and Shipping of Pianos, Furniture, China

Only Fireproof Storage Warehouse in Hartford

Members { *National Furniture Warehousemen's Association*
Connecticut Warehousemen's Association
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HARTFORD, CONN.

Hartford Despatch & Warehouse Company



FIREPROOF WAREHOUSE

THE ONLY FIREPROOF WAREHOUSE in this vicinity for storage of furniture and merchandise with PRIVATE RAILROAD SIDING. We offer the LOWEST INSURANCE RATES in and about HARTFORD, a building especially designed for warehouse purposes with PRIVATE ROOMS for the storage of FURNITURE and PIANOS. Open storage for MERCHANDISE and AUTOMOBILES, SHED and YARD ROOM facilities with WATCHMAN SERVICE, a TRUCKING SYSTEM which combines PROMPT LOCAL DELIVERIES with an OVERNIGHT SERVICE via RAIL and MOTOR TRUCK to all the principal TOWNS and CITIES within a FIFTY MILE radius.

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National Furniture Warehousemen's Association
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Conn. Representatives: Big Four Transfer Co.

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New Concrete and Steel Fireproof Warehouses
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Long Distance Hauling and Equipment for all Heavy Duty Moving—Machinery, Etc.

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18 BLACKHALL STREET
PIANO AND FURNITURE PACKER, MOVER AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

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Nat. Furniture Warehousemen's Assn.

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DARIEN
WESTPORT
SAUGATUCK

HERSHFIELD Motor Transportation Co.

Fireproof Storage Warehouse

Household Goods and General Merchandise—Pool Car Distribution.

Daily express service between New York City and Norwalk.

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New Fireproof Storage Warehouse
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Storage, Shipping of Fine Household Goods
Serving Stamford and Northern Westchester County
Members Connecticut Warehousemen's Association

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EXHIBITION ROOM ON FIRST FLOOR

Lowest Rates

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Correspondence Solicited

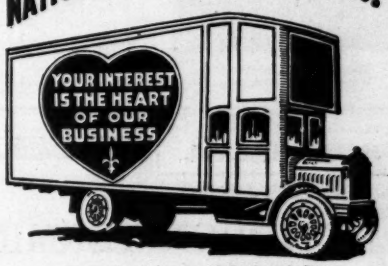
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Specializing in Household Transportation and Fireproof Storage

Packing and Shipping

Also MERCHANDISE *and* HEAVY HAULING

NATIONAL TRANSFER & STORAGE CO. INC.



East Avenue and Leland St.
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WASHINGTON, D. C.

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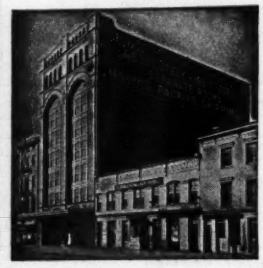
LOCAL AND LONG DISTANCE HAULING
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UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.



MEMBERS:
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Efficient and Courteous Service

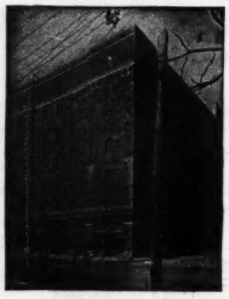
Modern Fireproof Warehouse

We are prompt in all things.

Distributors of Pool Cars

Member:
American Warehousemen's Assn.

JACKSONVILLE, FLA.



Member National Furniture Warehousemen's Association

Delcher Bros. Storage Co.

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FIREPROOF WAREHOUSE

Low Insurance Rate

We Move, Pack, Store and Ship Household Goods

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FLORIDA'S LARGEST
Shippers of Automobiles for Tourists

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55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system. Low Insurance Rate. Sub-Post Office and branch Western Union Telegraph. Joint Railroad Agent. L.C.L. freight loaded direct for line of road.

GENERAL MERCHANDISE STORAGE AND FORWARDING

Special attention to handling of pool cars.

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The John E. Withers Transfer & Storage Co., Inc.

will give your shipments careful attention. Fireproof Warehouse. Facilities for distribution of pool cars. Moving, packing, shipping and storing Household Goods and Automobiles.

Private Trackage Motor Equipment

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ORLANDO, FLORIDA

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Cor. Jefferson and Railroad
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Storage and Distributing of General Merchandise, Household Goods

Private Siding, A.C.L.R.R.
Member National Furniture Warehousemen's Association
Sprinkler Protection Low Insurance
It's a pleasure to serve you

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in carloads or less than carloads.
Merchandise stocks carried and records kept for out-of-town concerns.

Cor. Chase & Alcinez Streets

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Lee Terminal Distribution Service

Complete—Dependable—Economical

Every Facility That Will Contribute to the Prompt and Efficient Distribution of Your Merchandise Has Been Provided

Reinforced Concrete Warehouse
Private Sidings Accessible to All Railroads
Florida Terminal of Bull Steamship Line
Consolidated Truck Line Freight Station

Lee Terminal & Warehouse Corporation
At Tampa

The Economical Distributing Center for the West Coast of Florida

TAMPA, FLA.

UNION
TRANSFER & STORAGE CO.

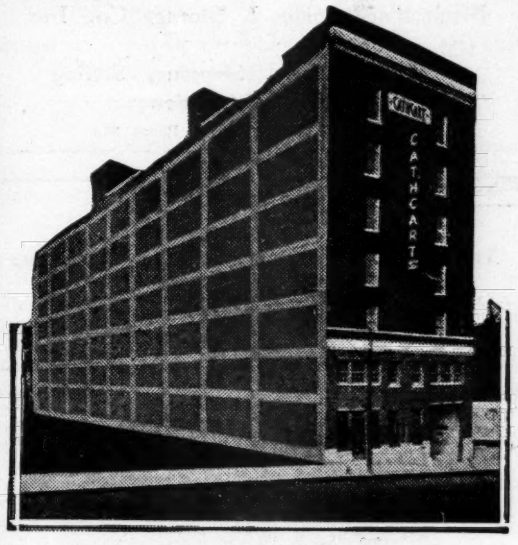
FIREPROOF WAREHOUSE

How to Advertise

Make your assertion bold and strong;
In form, make good your own invention.
Give margin to your little song,
And thus command the more attention.

"Pop."

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CATHCART VAN AND STORAGE CO.

HOUSEHOLD GOODS EXCLUSIVELY

THE MOST MODERN WAREHOUSE IN THE SOUTH

MEMBERS N. F. W. A.

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SECURITY · ALL THE NAME IMPLIES ·



Storage and Distribution Merchandise Only

Specializing in Pool Car Distribution

Member American Warehousemen's Association

Security Warehouse Co.
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Concrete **FIREPROOF STORAGE** Sprinkled

Household Goods and Office Furniture

Lowest Insurance Rate in Atlanta Pvt. Sidings C. of Ga. & So. R.R.

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Vittur Transfer and Storage Co.

Moves, Stores, Packs Household Goods

Largest Vans in Atlanta

Office: 330-336 Edgewood Ave. Phone: WAl. 2581

ATLANTA, GA.

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MERCHANDISE STORAGE—TRANSFERRING

MFRS.' DISTRIBUTORS—POOL CAR DISTRIBUTION

3 Railroad Sidings

Sprinkler System **18 SO. BUTLER ST.**

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MERCHANDISE WAREHOUSING AND DISTRIBUTING POOL CARS A SPECIALTY

Warehouse Not as Large as the Largest.
But Our Service as Good as the Best.

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Capital $150,000.00

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GENERAL MERCHANDISE HOUSEHOLD GOODS

Private railroad siding connecting all railroads—warehouses sprinklered and A. D. T. service—local and long distance trucking

Members N. F. W. A. and A. W. A.

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, *you've got to keep 'em going.*

Sent to DISTRIBUTION & WAREHOUSING by George S. Lovejoy, President of the Massachusetts Warehousemen's Association.

The Men Who Distribute

Murphy Chairs

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

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CONSIGN MACON SHIPMENTS TO

WASHBURN WAREHOUSE CO.

Merchandise Household Goods

Pool Car Distribution

Private Siding Connecting all lines

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Members Southern Warehousemen's Assn.

J. N. WHITE, *Warehouse Manager* C. J. ACOSTA, *Traffic Manager*

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General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Exceptional Facilities
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Track Connections with all Railroads and Steamship Docks

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When Shipping Goods to

HONOLULU

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

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Cable Address:
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TRANSFER & STORAGE COMPANY

STORAGE, TRANSFER AND FORWARDING

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STORAGE AND FORWARDING

The Whole Corn Belt Is At Our Door

Free Switching connects our loading platform with five truck lines. That means that no matter where your factory may be, you can ship to us by carload with the minimum amount of switching, time and freight. It also means that reshipments we make for you go by the most direct route, in the shortest possible time, with the least amount of handling or transferring. Practically every point in the Middle West can be reached direct from our door by L. C. L. shipment.

This is a big factor in successful pool-car distribution, and one that should incline you in our favor as the distributors. when you decide to take advantage of the many benefits of that method.

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Bloomington, Illinois

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Est'd 1905 Inc. 1920

Moving, Packing, Shipping, Storing
Pool car distribution

Office: 415 N. Center St., Phone 813

CAIRO, ILL.

Glynn's

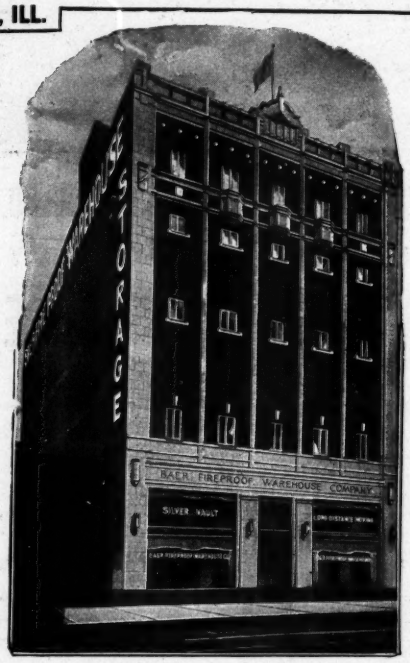
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DISTRIBUTING POOL CARS

Private Siding—Trucking Service—Member N.F.W.A.

The Only Storage Firm in the City Who Own Their Fireproof Building

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Established 1892

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POOL CAR DISTRIBUTORS
Of Furniture and Pianos

Collections Promptly Remitted

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Household Shipping Company

HOUSEHOLD BEKINS SHIPPING CO.

Reduced Rates on Household Goods, Automobiles and Machinery

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CENTRAL
STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating
CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.

650,000 square feet of fireproof space. Insurance rate 7½c.

No Trap-Cars Here
L. C. L. Freight Loaded Direct to Destination

WHY NOT USE THE BEST FACILITIES?

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Are You a Judge of Warehouses?
Come and Look at a Good One

See for yourself our location with reference to Chicago's central business district. Walk through our low-insurance-rate buildings. Watch our men and equipment expediting goods. See our tunnel connection with all outbound railroads. Read our financial statement.
We are confident that you will decide to consign future carloads to

Currier-Lee Warehouse Co.
427 W. Erie Street Chicago, Illinois
Associated with Distribution Service, Inc.
Offices in New York, Chicago and San Francisco

CHICAGO, ILL.

ESTABLISHED 1892

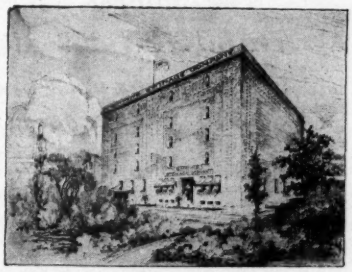
EMPIRE
WAREHOUSES, INC.

8 FIREPROOF WAREHOUSES For Household Goods **8**
POOL CAR DISTRIBUTION
In the Heart of North and South Sides
Private Sidings on Chicago Junction and Illinois Central

For Efficient Service
Ship the EMPIRE Way

Warehouses

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4717-16 Cottage Grove Ave.
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General Offices: 52nd St. and Cottage Grove Ave.
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Desk space completely equipped with fireproof storage space and motor truck service available when wanted for manufacturers or manufacturers agents.
Particularly well located for the automobile or printing trade.

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Fireproof Storage and Van Company
now operated by
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General Office—52nd and Cottage Grove Ave.
N-F-W-A I-F-W-A A-W-A

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Merchandise Warehouse

On Chicago Junction Ry.—connecting with all Trunk Lines

Daily Trap Car Inside Trackage
Extensive Delivery Facilities
Centrally Located Office and Desk Space for Tenants
Efficient Organization and Equipment

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Member American and Illinois Whsmn's Assn's

Some people need "3 fingers" of old Scotch,

And then three more—it wouldn't hurt them much—

If only to light up their drowsy eyes,

Bestir themselves and Start to advertise.

"Pop."

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Danville Transfer & Storage Co.

C. B. Hall, Pres. G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville.

Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

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Ship to Meridith for Prompt Service in Decatur and Environs

Distributors of Household Goods and Merchandise. Located within 3 blocks of all freight depots. No terminal delay or switch charge when consigned direct to Meridith.

Household Goods and Merchandise Storage. Private Locked Rooms. Steam Heated Piano Rooms. Vans—Trucks—Drays. Ship your next car for results to

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Since 1892

HAMMAN BROS.

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Decatur's pool car distributors. Spot stock deliveries. Merchandise and Household Goods Storage. Private siding and free switching to the ONLY FIREPROOF WAREHOUSE in the City. Truck and Team service.

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PARKE WAREHOUSES
Decatur, Illinois

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Best distributing point in Middle West.
Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.
No switching charges.
Chicago freight rates apply.

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Fireproof Warehouse

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company

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The Men Who Distribute

Moline Plows

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The Men Who Distribute

Indian Motorcycles

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30 Years of Constant Trying for a Better Service Has Made Ours the Best

REED TRANSFER & STORAGE

STORAGE WAREHOUSE.
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PACKING, CRATING AND SHIPPING.

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Merchandise Hauling

Carload Shipments Distributed
Freight Handled Promptly
Pool Car Distributing
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Motor Truck Service

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FREE SWITCHING FROM ALL OTHER ROADS

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The Bartlett Warehouse is new, of fireproof construction, and centrally located. The downtown district and all freight stations are within four blocks.

Bartlett Storage Warehouse
Rockford, Illinois

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Rockford Storage Warehouses
ROCKFORD ILLINOIS

"The Choice of the Greatest Industries"

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Merchants Transfer & Storage Co.

BONDED WAREHOUSE

Storage, Packing, Moving and Shipping, Private Siding
Wabash R. R., Free Switching from all railroads.
Merchandise and Pool Cars a specialty.
Long Distance and Heavy Hauling.

1000 East Monroe Street, Springfield, Illinois

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Incorporated

Public Storage and Warehousing
Merchandise and Pool Car Distribution
Spot Stock Delivery

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Office, 105 Heidelbach Avenue — Evansville, Indiana

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STORAGE, PACKING AND CRATING
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Fort Wayne Storage Company

FORT WAYNE, INDIANA

General Merchandise
Storage and Forwarding

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.
"FIREPROOF" BUILDINGS
STORAGE, TRANSFER, DISTRIBUTION

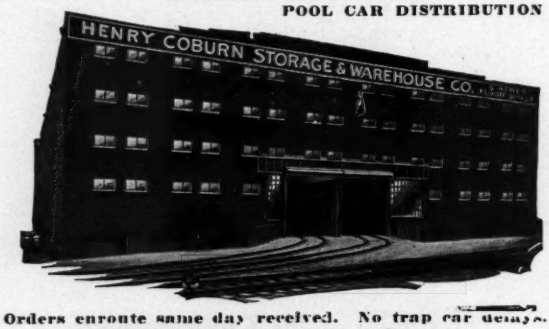
Located in Center of Business District
We have our own truck line and are equipped to make prompt deliveries
Private siding



INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

MERCHANDISE STORAGE
POOL CAR DISTRIBUTION



Orders enroute same day received. No trap car delays.
Operating our own truck equipment.

INDIANAPOLIS, IND.

Shank Fireproof Storage Co.

Indianapolis, Ind.

We have added a new Fireproof Warehouse for Household Goods, 60,000 sq. ft. of floor space, at 1430 N. Illinois St. This new building is in addition to our other storage house at 227-229 North Jersey St. Every facility for the prompt and efficient handling of your shipments.

PACKING MOVING
STORAGE FORWARDING

Members of N. F. W. A.

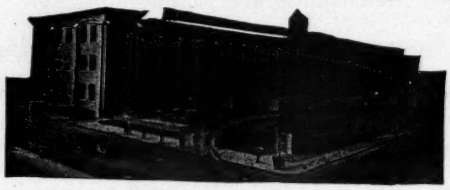
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Indiana Licensed Class A Warehouse
221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the Storage and Distribution of Merchandise.
Private R. R. Siding—Free Switching.
Over 21 Years Continuously Serving
Local and National Firms

INDIANAPOLIS, IND.

INDIANAPOLIS, IND.



Tripp Warehouse Company
MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
Centrally Located in Shipping District
Motor Truck Delivery No Trap Car Delays
"Service That Satisfies"

INDIANAPOLIS, IND.

Indiana Refrigerating Company
240 So. Pennsylvania St. Telephone Main 0403



Largest Cold Storage Plant in Indiana.
2,250,000 cu. ft. Cold Storage. 125 Tons Ice Daily.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

LAFAYETTE, IND.

C. R. Whistler Transfer & Storage Co.
Fireproof Storage
Cor. First and Columbia Street Lafayette, Ind.

Heavy Haulage our specialty.
General distribution and storage of merchandise.
Motor van for local and distance moving.
Storage for household goods and machinery.
Packing and shipping.
Private siding: CCC & St. L. and Nickel Plate Lines.

INDIANAPOLIS, IND.

Indiana Terminal Warehouse Company
Pennsylvania & Georgia Sts. Telephone Lincoln 7511



Free Traction Trap Car Service Saves Cartage and Delay.
3,000,000 cu. ft. Genl. Stg. Two Blocks from Center of City.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

MARION, IND.

VIRGIL F. LEMON
FIREPROOF STORAGE and WAREHOUSE
Local and Long Distance Moving
Office, 314 S. Branson St. Marion, Indiana
Furniture Packing, Storing and Shipping

The Men Who Distribute
United Drug Products
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

THE SUBSCRIPTION PRICE OF
Distribution & Warehousing
IS
$2.00 A YEAR

The Warehouseman who does not find ideas and suggestions in any one issue which will make or save him a hundred times that amount is either ready for the millennium or is not looking for opportunities.

SOUTH BEND, IND.

WARNER WAREHOUSE CO.

Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

Member: American Warehousemen's Assn.

CEDAR RAPIDS, IOWA

Cedar Rapids Transfer & Storage Co., Inc.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space

TERRE HAUTE, IND.

Bauermeister Terminal Company

Private R.R. Track—Capacity 21 Cars connecting with all Lines

Merchandise Storage and Distribution a Specialty
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. Members American Chain of Warehouses.

DAVENPORT, IOWA

Where the West Begins

Reliable for 20 Years

Saving-freight The Mississippi Rate Break



Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport.
Reference—93 Nationally Known Firms Using Our Distributing and Warehouse Service.
Ewert & Richter Express and Storage Co., Davenport, Iowa

BURLINGTON, IOWA

Solicits your shipping on the basis of

MERCER ON THE MISSISSIPPI

SERVICE
PROMPTNESS
EFFICIENT HANDLING
EXCELLENT FACILITIES FOR
DISTRIBUTION IN EVERY PHASE

Transit Privilege on Sugar, Potatoes, Lumber & Beet Pulp
Low Insurance Rate

Pool Cars Storage Distribution

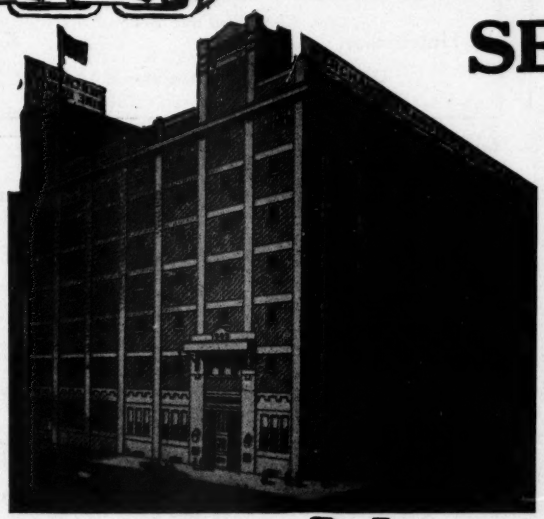
MERCER TRANSFER & STORAGE CO.
Burlington, Ia.

The Men Who Distribute

Tropical Paint

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

DES MOINES, IOWA



SERVICE

FOR THE SHIPPER

Our service and equipment enables us to handle your shipments to the best advantage.

Warehouse located within a short haul of local depots and wholesale and retail districts.

Storage for all commodities.

Pool car distribution.

Write for rates and information.

Place spot stocks with us and give your customer quick service.

200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.

Member:
American Chain of Warehouses, Incorporated

Eastern Representative:
260 W. Broadway, New York City

Western Representative:
203 So. Dearborn Street Chicago

MERCHANTS

TRANSFER & STORAGE CO.

Ninth and Mulberry Streets, Des Moines, Iowa
Members: AWA, NFWA.

DES MOINES, IOWA

YOU REACH ALL OF IOWA
THROUGH DES MOINES

Let us send you a map showing how easy it is to cover the State from Des Moines.
Write us for any information you may need for distribution in IOWA.

BLUE LINE STORAGE COMPANY

Represented by Distribution Service, Inc.

100 Broad St.	427 Erie St.	625 Third St.
New York City	Chicago	San Francisco
Phone GG-8180	Phone Sup-7180	Phone Satty-3461

MARSHALLTOWN, IOWA

Marshalltown Fire Proof Storage Co.

Fire Proof Warehouse *Motor Truck Service*

Distributing and Warehousing all classes of merchandise, household goods and automobiles. Excellent railroad connections for pool cars and spot stocks.

OTTUMWA, IOWA

DAGGETT
TRANSFER AND STORAGE

Special Attention Given to Merchandise Distribution and Pool Car Shipments

MEMBERS:
Central Warehousemen's Club
National Furniture Warehousemen's Association

SIOUX CITY, IOWA

Sixth and Perry Sts., Sioux City, Iowa

BEKINS
VAN & STORAGE CO.

Omaha, Nebr.
Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Los Angeles, Cal.
San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
Hollywood, Cal.
Sacramento, Cal.

MOVING SHIPPING PACKING STORING

SIOUX CITY, IOWA.

Berthelsen Transfer and Storage Company

Household Goods packed, stored and shipped.
Local and long distance hauling.
Distributors of Pool Cars.
Private Siding.
Household Goods and Merchandise Warehouse.

1509-11-13-15 East Fourth St.
Sioux City, Iowa

Member of Montul Whse. Service, Inc.

SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

ROSENTHAL

Fireproof and Steam Heated Storage
300 Iowa Street, Sioux City, Iowa

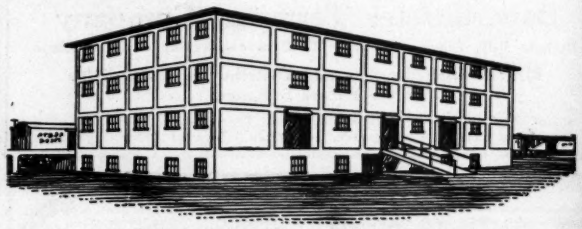
WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

HUTCHINSON, KANSAS



HUTCHINSON'S
Only Fireproof Warehouse

Doing a General Warehouse Business
Storing New Merchandise Only

Private Siding A. T. & S. F. R.R. Free Switching from A. V. I., C. R. I. & P. & Mo. Pac. R.R.'s.
Motor Truck Equipment for L. C. L. Shipments.

Hutchinson Bonded Warehouse

Cor. Cleveland and Second Sts.
Hutchinson Kansas

OWNER—A. G. Barnett—MANAGER

KANSAS CITY, KANSAS

Inter-State Transfer and Storage Company
FIREPROOF WAREHOUSE
Packing, Moving, Storing and Shipping
738-740 Armstrong
L. J. CANFIELD, Proprietor Telephone Drexel 3420

PITTSBURG, KANSAS

Best Location for KANSAS, MISSOURI, and OKLAHOMA MERCHANDISE STORAGE and POOL CAR Distribution

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.
P. O. Box 527

The Men Who Distribute
Dr. Miles Medicines
Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

TOPEKA, KANSAS.

N. F. W. A. A. W. A.

O. H. White, Pres. E. F. Dean, Sec. W. F. Atell, Treas.

THE TOPEKA Transfer & Storage Co., Inc.

Established 1880



Three Houses for Merchandise and Household Goods

Private switch connections with the A. T. & S. F., O. R. I. & P., U. P., and M. P. Free switching. Motor service. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION, accurately and promptly. 75,000 sq. ft. Investment $200,000. We solicit your shipments.

WICHITA, KANSAS

Lowest Insurance

"Where Service Counts"

Storage Distribution and Forwarding

BROKERS OFFICE & WAREHOUSE CO.

—Bonded—

Fireproof

143 North Rock Island Ave.

Private Siding. Direct Connection all Railway Lines Entering City.

Centrally Located in the Jobbing District and to Railway Stations.

Send us a carload and watch closely.

M. E. Cuykendall, Mgr.

WICHITA, KANSAS

A. F. JONES, Pres. E. W. JONES, Vice-Pres. J. H. BRUGH, Sec., Gen. Mgr. L. B. JONES, Treas.

UNITED WAREHOUSE CO.

General Warehousing

Storage, Forwarding and Distributing

300,000 SQUARE FEET

CAPITAL $100,000.00



Three Warehouses (Fireproof)

Low Insurance. Complete Retail Connections. We Lend at Current Rates Upon Our Own Warehouse Receipts.

UNITED WAREHOUSE CO.

Wichita, Kansas — 115 N. Meade & 815 E. 2nd

Kansas City, Mo. — 2114 Central St.

WICHITA, KANSAS

CASSELL'S CLEAN WAREHOUSES

Fire Proof

Storage, Distribution. Thirty years' experience. References furnished. Investigate and apply for rates.

CASSELL'S TRANSFER & STORAGE CO.

125-27 N. ROCK ISLAND AVENUE

WICHITA, KANSAS

LEXINGTON, KY.

W. R. MILWARD

Furniture Storage

Packing and Shipping

LEXINGTON — **159-161-163 North Broadway** — **KENTUCKY**

ESTABLISHED 1879

LEXINGTON, KY.

THE UNION

TRANSFER and STORAGE COMPANY, Inc.

THREE LARGE WAREHOUSES

Fireproof and Non Fireproof. Centrally Located. Warehouses on Private Sidings. Free Switching Charges.

DISTRIBUTION OF POOL CARS A SPECIALTY

MERCHANDISE AND HOUSEHOLD GOODS

WE FURNISH MOTOR TRUCKS AND TEAM SERVICE

Member American Chain of Warehouses

WICHITA, KANSAS

FIREPROOF WAREHOUSE

CRATING - STORING - PACKING - MOVING - SHIPPING of HOUSEHOLD GOODS and GENERAL MERCHANDISE
POOL CARS DISTRIBUTED — FREE SWITCHING
SANTE FE, ROCK ISLAND, FRISCO, MO. PAC., K.C.M.&O. and MIDLAND VALLEY RAILROADS
LOCAL AND LONG DISTANCE HAULING

SOUTHWESTERN TRANSFER & STORAGE CO.



LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood of Ohio River Valley Commerce

Louisville Public Warehouse Co.

W. N. Cox, President. E. H. Bacon, Vice-President

Associated With A National Group of Good Warehouses Represented By Distribution Service Inc. CHICAGO NEW YORK

LOUISVILLE, KY.

J. M. Walker, Pres. A. A. Botts, Sec'y.

OK STORAGE & TRANSFER CO. INCORPORATED

Member N. F. W. A. So. W. A.

Operating WAREHOUSES: Memphis, New Orleans, Louisville, Little Rock

Household Goods — 801 W. Main Street

LOUISVILLE, KY.

SAFETY TRANSFER AND STORAGE CO., INC.

"Louisville's Leading Movers & Packers"

Clay and Main Streets

We Move, Pack, Store and Forward Household Goods

Member N. F. W. A.

LOUISVILLE, KY.

Tabb Storage Warehouse

and

Freight Transfer Line

Established 1875 — C. S. Tabb's Son, Mgr.

NEWSPRINT—RAILWAY STORAGE

GENERAL HAULING

NEW ORLEANS, LA.

NEW ORLEANS

In the heart of the Commercial District

at New Orleans we have a distributing depot for package freight, operated for the particular service of the traffic manager by a specialized organization that will handle orders as promptly and efficiently as your own shipping department.

Central Distributing Warehouses

Modern Storage Warehouses

The most centrally located warehouse in the city

COMMERCIAL WAREHOUSES

OFFICE: 205 No. FRONT ST.

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2ND PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.

Only *one-half square from Mississippi River.*

Electrical unloading and piling devices built to eliminate any damage in handling.

Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHSE. CO., Inc.

New Orleans, La.

NEW ORLEANS, LA.

J. M. Walker, Pres. J. E. Butler, Sec'y.

OK STORAGE & TRANSFER CO. INCORPORATED

Member N. F. W. A. So. W. A.

Operating WAREHOUSES: Memphis, New Orleans, Louisville, Little Rock

FIREPROOF STORAGE — Household Goods — 1901 St. Charles Avenue

BANGOR, MAINE

McLAUGHLIN WAREHOUSE CO.

Established 1875 — Incorporated 1918

General Storage and Distributing

Rail and Water Connection—Private Siding

Member

American Chain of Warehouses

American Warehousemen's Association

National Furniture Warehousemen's Association

PORTLAND, MAINE

Atlantic Storage & Warehouse, Inc.

71-85 Kennebec St. — PORTLAND, MAINE

Warehousing and Distribution Service

Household Goods
Moving—Storing—Packing
Shipping
Special heated room for Pianos
Separate locked rooms for Furniture

General Merchandise
Light and Heavy Hauling—
Storing—Forwarding
Pool car distribution

Modern fireproof warehouse—Reinforced concrete construction
Private track—Free switching with all roads.

Dependable — Expert — Guaranteed
Warehouse Service for Foodstuffs and Non-Odorous Commodities

PORTLAND, MAINE

Galt Block Warehouse Company

Portland, Maine

Storage, General Merchandise, Household Goods and Automobiles

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial St., Portland, Maine

J. S. SAWTELLE, *Manager*

BALTIMORE, MD.

THOS. H. VICKERY, President

BALTIMORE STORAGE CO.

1710-20 Edmondson Avenue Charles and 26th Sts.
Bruce St. and Summit Place

Member { N. Y. F. W. A. / Balt. F. W. A. } Operates 3 Warehouses.

BALTIMORE, MD.

Established 1904

Central Warehouse Company, Inc.

517-525 W. Baltimore St.

Merchandise Storage & Distribution

Railroad Connections - - - Low Insurance
Motor Truck Service

BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Whses.: 1019-21, 1206-08 Ridgley St.
Est. 1896

DAVIDSON TRANSFER & STORAGE CO.

"Baltimore's Leading Movers"

FURNITURE PACKED, SHIPPED OR STORED.

BALTIMORE, MD.

FIDELITY
STORAGE CO.

2104-6-8-10 Maryland Avenue

Household Goods Exclusively
Your Clients Efficiently Served
All Collections Promptly Remitted

Members Baltimore Furniture Warehousemen's Association, National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

BALTIMORE, MD.

Merchandise—Storage

McCormick Warehouse Co., Inc.

McCormick Bldg. Rail Connections

BALTIMORE, MD.

Established 1879

MONUMENTAL STORAGE & CARPET CLEANING CO.

1110-1116 PARK AVENUE, BALTIMORE, MD.
ABSOLUTELY FIREPROOF WAREHOUSE
FURNITURE STORAGE—PACKING—MOVING
CARPET CLEANING
Members N. F. W. A. and B. F. W. A.

The Men Who Distribute

Mellin's Food

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

BALTIMORE, MD.

Security Storage & Trust Company

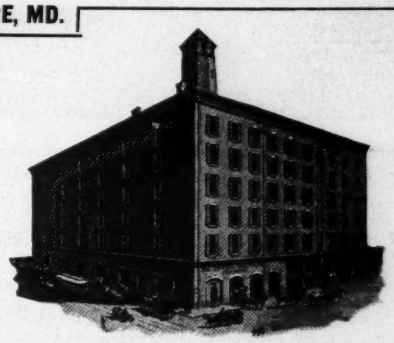
Resources Over One Million Dollars

15 W. North Avenue

FIREPROOF WAREHOUSES
MOTOR EQUIPMENT
EFFICIENT SERVICE
TO WAREHOUSEMEN

Members of
Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association

BALTIMORE, MD.



Flour Warehouse (and Principal Office)

Distribute your merchandise to your Eastern patrons through Baltimore, Md., in car lots via Pennsylvania Railroad.

1. Because of the differential freight rate of 3c per 100 pounds in favor of Baltimore from the West.
2. Because the Terminal Warehouse Company as Agents of the Pennsylvania Railroad as well as warehousemen and distributors can render some valuable services for you free of charge.
3. Because the Terminal Warehouse Co. representatives will be so intent upon rendering you service that they will, to all intents and purposes, act as your agents.
4. Because the four warehouses of the Terminal Warehouse Company are all located on the tracks of the Pennsylvania Railroad and one also has a steamship pier in the harbor.
5. Because any kind of merchandise can be economically received and distributed through the warehouses of

The Terminal Warehouse Company
of
Baltimore City

HAGERSTOWN, MD.

HAGERSTOWN STORAGE & TRANSFER CO.

GENERAL MERCHANDISE STORAGE
HOUSEHOLD GOODS STORAGE—PACKING AND SHIPPING—POOL CAR DISTRIBUTION

Penn. R.R. Siding Low Insurance Rate
Motor Truck Service

The Men Who Distribute

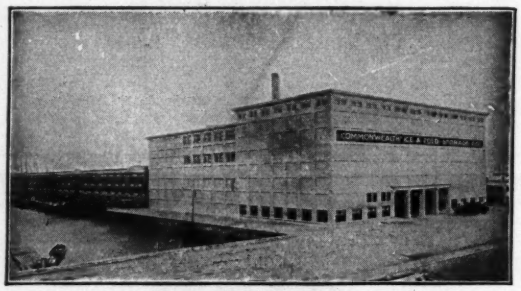
United Drug Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

BOSTON, MASS.

For Service in Boston It's Commonwealth

Where Rail Meets Sail



Cold storage for all classes of perishable merchandise. Directly connected side track on New York, New Haven & Hartford.

General storage space for all classes of merchandise. Perfect local distribution facilities.

COMMONWEALTH
ICE AND COLD STORAGE CO.
220 Northern Avenue, Boston, Mass.

BOSTON, MASS.

Dorchester Fireproof Storage Warehouse

A complete service since 1880

Packing—Moving—Shipping—Storing

Your Boston shipments will receive our particular attention

MEMBER N. F. W. A.

690 Dudley St. Boston

BOSTON, MASS.

FORT HILL STORAGE WAREHOUSE

415-429 Atlantic Ave. 825 Summer St.

Located in Center of Business Section

GENERAL STORAGE SPACE AUTOMOBILES

BOSTON, MASS.

GIBBS EXPRESS CO. YETTEN'S STORAGE
ESTABLISHED 1845

POOL CAR DISTRIBUTION

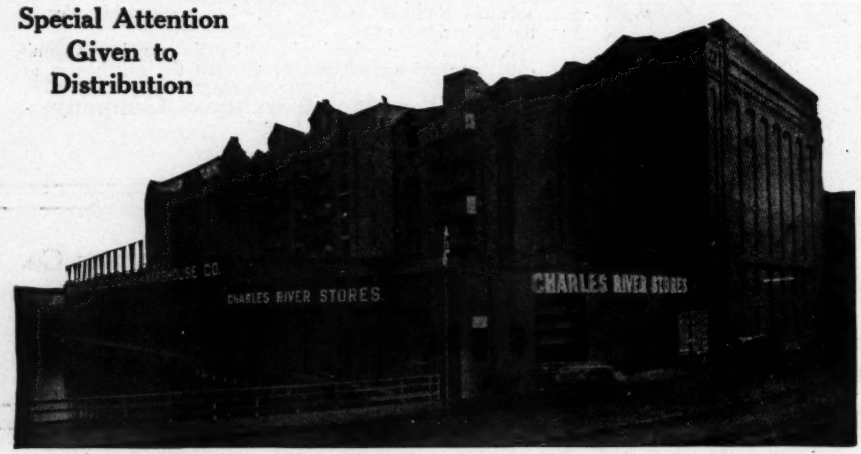
LeBaron R. Yetten 232 State St.

BOSTON, MASS.

Quincy Market Cold Storage and Warehouse Co.

STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention Given to Distribution



Charles River Stores, 4,776,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R.R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R.R.

Battery Wharf, 1,500,000 cu. ft. Wharfage and Storage. Connects with all railroads via Union Freight R.R.

Summer Street Stores, 2,000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R.R.

General Storage Department

Main Office: 178 Atlantic Ave., Boston, Mass.

BOSTON, MASS.

PACKING MOVING
D.W. DUNN CO.
STORING SHIPPING

FURNITURE AND PIANO MOVERS

HOME, OFFICE and LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office
46 Bromfield St. Boston

Dorchester Office:
587 Columbia Road Dorchester, Mass.

Packing Department:
76 Broadway South Boston

BOSTON, MASS.

Est. 1894 Inc. 1905

J. L. KELSO COMPANY

General Storage Warehouses

1-7 Union Wharf Boston, Mass.

CENTRALLY LOCATED

About equal distance to Steamship and Railroad Lines.
Connecting all Railroads via Union Freight R. R. Co.
No switching charge on cars consigned in our care.
Goods received and delivered from both sides of warehouse.

Our policy: To please our customers and render prompt, efficient and personal service.

Member of
Mass. Warehousemen's Ass'n
American Warehousemen's Ass'n

BOSTON, MASS.

New Haven Terminal Stores

Northern Avenue Stores & Dock Corporation

308-316 Congress Street, Boston, Mass.

Direct Track Connection
New York, New Haven & Hartford Railroad

Free and Bonded Storage of Wool and General Merchandise

Pool Car Distribution—Prompt Service

Let us submit rates.

WILLIAM B. HARPER
Manager

BOSTON, MASS.

Tremont Storage Warehouse, Inc.

439-441 Tremont St.

Storage of Household Goods
and
General Merchandise

750,000 cu. ft.—3 large elevators

Admirably Situated in the Center of Boston

LICENSED BONDED

BOSTON, MASS.

WIGGIN TERMINALS, Inc.

50 Terminal St. Boston (29) Mass.

STORAGE

B. & M. R.R.
Mystic Wharf,
Boston

N. Y., N. H. & H. RR.
E. Street Stores
South Boston

BRIGHTON, MASS.

STANDARD STORAGE CO

Office: 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments Motor Truck Service

Direct Track Connection with the Boston & Albany R. R.

Centrally Located and giving High Grade Service

GLOUCESTER, MASS.

ROCKPORT, MASS.
MANCHESTER, MASS.
BEVERLY, MASS.
MAGNOLIA, MASS.

BURKE'S EXPRESS

Storage Warehouse

Household Goods Storage Packing, Shipping.
Pool Car Distribution of Merchandise, Long Distance Trucking.
Send us your Cape Ann Shipments.

NORTHAMPTON, MASS.

Moving—Storing—Packing—Shipping

GLEASON BROTHERS P. P. Gleason Prop.

Long distance transfer by auto truck
Building Movers—Crushed Stone, Cement and Mortar Sand
Storage Warehouse—N. Y., N. H. & H. R. R.
Office 7 Pearl St.—Tel. 413-W
Member National Furniture Warehousemen's Assn.
Northampton Baggage Transfer
Boston & Maine R. R.—N. Y., N. H. & H. R. R.
Tel. 153

The Men Who Distribute

Ford Roofing

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

SPRINGFIELD, MASS.

BILL KNEELAND'S MOTOR EXPRESS
STORAGE WAREHOUSE
FREIGHT FORWARDERS
Household Goods and General Merchandise
Principal Office: 222 Chestnut St.
Boston Office: 139 Pearl St. N. Y. Office: 325 Hudson St.
POOL CAR DISTRIBUTION

WORCESTER, MASS.

J. W. MacGregor George A. Bowker

GEORGE A. BOWKER, Inc.
STORAGE WAREHOUSE
Distributors of General Merchandise
Carload and Pool Lots a Specialty
NEW BUILDING B. & M. R.R. SIDING
122-124 Central Street 111-113 Thomas Street
Reliable Service

WORCESTER, MASS.

BOWLER
Storage and Sales Company
81 Lafayette Street
WORCESTER, MASSACHUSETTS
Logical point of distribution for New England
Our service assures quick deliveries, accurate records, personal interest in every transaction and bigger business in the territory we serve.
Members of American Chain of Warehouses, American Warehousemen's Association.

WORCESTER, MASS.

NORTHEASTERN
STORAGE & DISTRIBUTING CO.
Storage and Distribution of General Merchandise
Pool Car Distribution Railroad Facilities

WORCESTER, MASS.

School Street Storage Warehouse Co.
44-52 School St.
FIREPROOF WAREHOUSE
Storage, Shipping, Packing of Household Goods
General Merchandise Distribution; Pool Car Shipment
MEMBERS A. W. A. AND N. F. W. A.

BAY CITY, MICH.

The Riverside Truck & Storage Co.
Storage Household Goods and Merchandise
Pool Car Distribution
25000 ft. Floor Space. Private Siding
Office and Warehouse
2nd and Adams Sts., Bay City, Mich.

The Men Who Distribute
U. S. Envelopes
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

DETROIT, MICH.

GENERAL CARTAGE
Transfer of Baggage
Motor Trucking

MOVING
Local and Long Distance
Storage and Packing

Warehouse: 213 Griswold Street
Canadian License

Baier Transfer & Storage Co.
Daily Truck Service Between Detroit and Toledo
Forwarders of Household Goods and Autos to Florida and Western Coast
DETROIT, MICHIGAN
MEMBERS:
National Furniture Warehousemen's Association
Michigan Furniture Warehousemen's Association
Main Office: 142 GRISWOLD STREET
Main 1496—Cherry 6424

DETROIT, MICH.

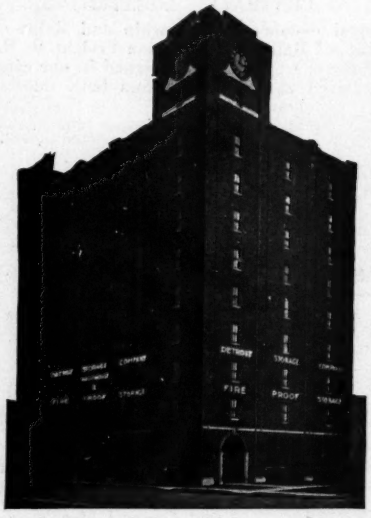
Detroit Railway & Harbor Terminals Company
Clark & West Jefferson Avenues



Combining All Facilities for Water and Railway Transportation.
7,000,000 cu. ft. Genl. Stg. 2,000,000 cu. ft. Cold Stg.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

DETROIT, MICH.

Detroit Storage Co.
A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING
Corner East Grand Boulevard and Beaubien St.,
DETROIT, MICH.
Member National Warehousemen's Ass'n.

DETROIT, MICH.

Your Customers Know

EDGAR'S SUGAR HOUSE

9 Merchandise Warehouses in Detroit

No. 1. Lafayette Ave., Cor. 12th St., M. C. & C. P. R. R.
No. 2. Alfred and Dequindre Sts., G. T. R. R.
No. 3. Howard and 12th Sts., M. C. and C. P. R. R.
No. 4. Clay and Dequindre Sts., M. C. G. T. and C. P. R. R.
No. 5. Campbell Ave. and Union Belt Ry., Wabash and P. M. R. R.
No. 7 Division and Dequindre, on G. T. R. R.
No. 8 Foot of 8th St., River, M. C. and C. P. R. R.
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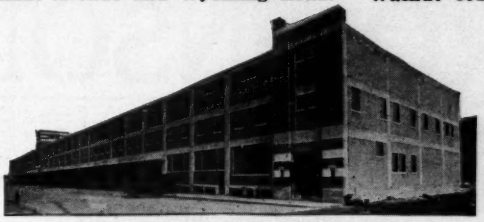
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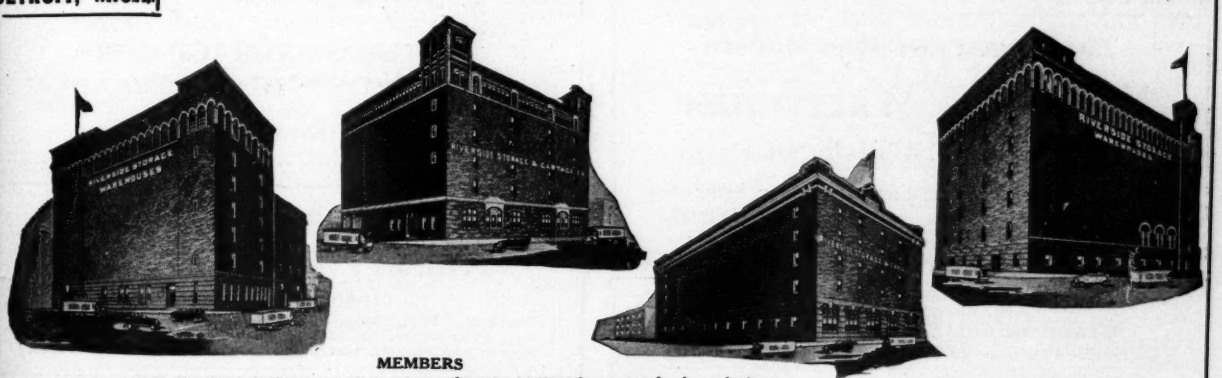
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Located within four blocks of all principal freight depots

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Modern Storage Facilities for
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All doubts as to the manner in which their stocks are being handled and the promptness with which orders are being filled are removed when national distributors place a "spot stock" in the McDougall Terminal. They are ASSURED that their trade in the Northwest will be well served.

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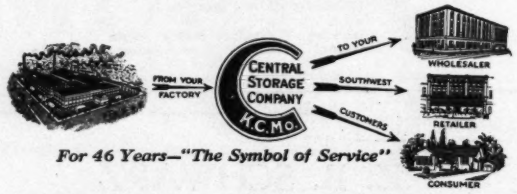
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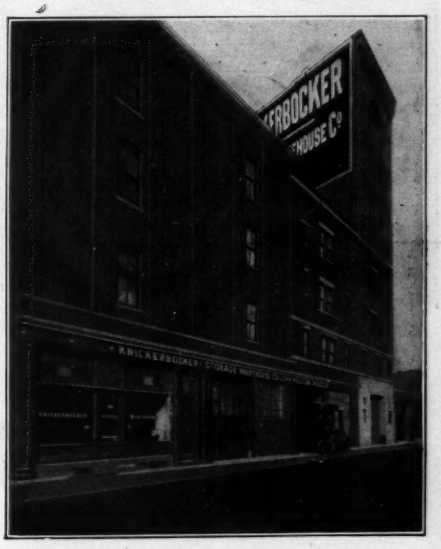
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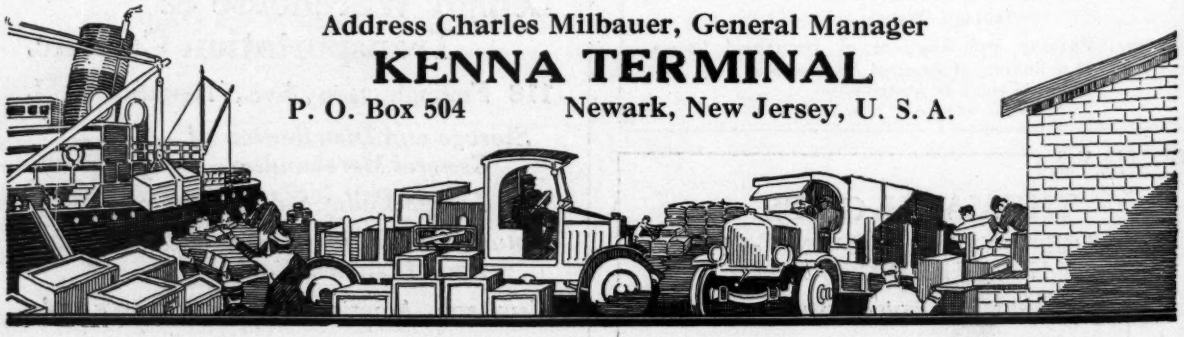
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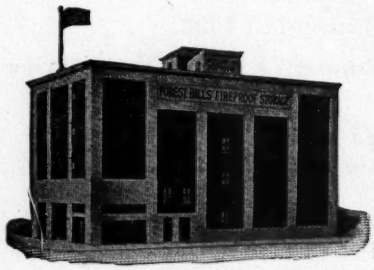
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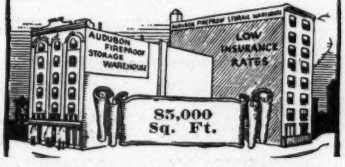
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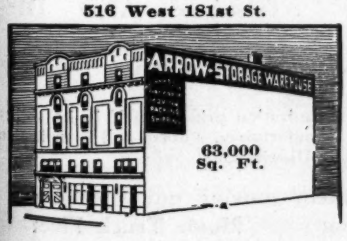
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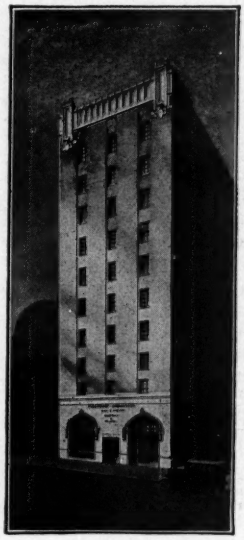
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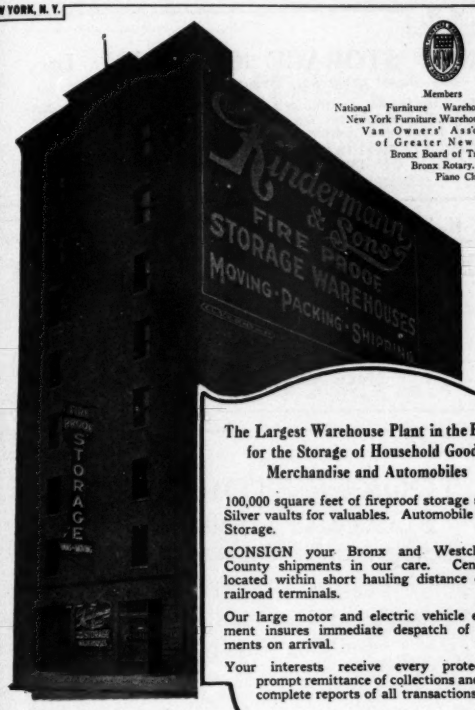
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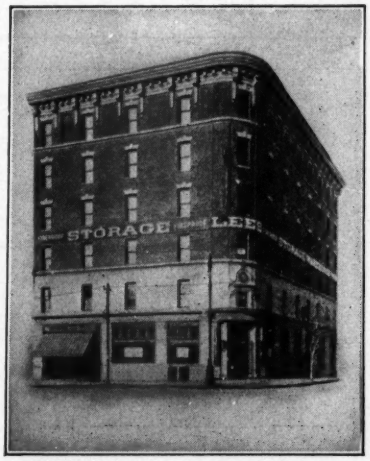
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N. Y. F. W. A., V. O. A. of Greater New York

NEW YORK, N. Y.

TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed
Minimum Handling Expense
Building Equipped
With Automatic Fire Alarm
Erie Railroad Siding

New York Office and Warehouse: 28th St. & 11th Ave. Erie R. R. Tracks

Chicago Office and Warehouse: 3615 Iron Street Chicago, Ill.

NEW YORK, N. Y.

Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses
Factory Distributors — Motor Service
Adjacent to all Bronx Terminals. Economic and Satisfactory Service
THIRD AVENUE AND 140th STREET

NEW YORK, N. Y.

"We Move in Society"

HUGH F. WARD & BRO.

MOVING, PACKING AND SHIPPING
Storage Warehouses, 540-542 West 38th Street, New York
Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

NEW YORK, N. Y.



SHIP THROUGH

National Freight Forwarding Co.

FOR ALL POINTS IN
CALIFORNIA
WASHINGTON
OREGON
HAWAII

Receiving Station
Pier 61 North River

NEW YORK CITY

New York Office: ONE BROADWAY

Ye can't make any progress just by stayin' where ye are;

Ye can't make speed by settin' in a one horse car.

Don't think because yer Movin' that yer surely "gettin'" there;

Unless ye get PUBLICITY—ye can't get *Anywhere!*

"Pop."

NEW YORK STATEN ISLAND N. Y.

C. H. BROWN, Pres.

STORAGE

RICHMOND WAREHOUSES

WEST NEW BRIGHTON, N. Y.

Shipments to Staten Island Solicited
Warehouses located at West New Brighton and Tompkinsville
Members N. F. W. A. and N. Y. F. W.

NIAGARA FALLS, N. Y.

YOUNGS
FIREPROOF WAREHOUSE

Motor Truck Service

DISTRIBUTING AND WAREHOUSING
ALL CLASSES OF MERCHANDISE
HOUSEHOLD GOODS—AUTOS

Private R. R. Siding *Pool-Car Service*

Members N. F. W. A.

ROCHESTER, N. Y.



General Merchandise Storage

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

Service That Brings Results

B. R. & P. Warehouse, Inc.

E. D. Davis, President

Rochester, N. Y.

ROCHESTER, N. Y.

Arthur S. Blanchard, President

Blanchard Storage Co., Inc.

Storage Moving — HOUSEHOLD GOODS — Packing Shipping

FIREPROOF AND NON-FIREPROOF WAREHOUSES

Main Office: Broad at Oak St.

Members N. F. W. A. and A. W. A.

ROCHESTER, N. Y.

J. C. Clancy Carting Company

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N. Y.

Pool car distribution and forwarding.

Warehouses for merchandise and household goods

Motor vans for local and long distance moving.

B. G. COSTICH & SONS, INC.

271 Hayward Ave. Rochester, N. Y.

ROCHESTER, N. Y.

Storage of automobiles and general merchandise—N.Y.C. R.R. siding—Pool Car Distribution—Motor Service.

Monroe Warehouse Company, Inc.

Established 1823 1044 University Ave.

ROCHESTER, N. Y.

Members N.F.W.A., A.W.A., N.Y.F.W.A.

ROCHESTER STORAGE WAREHOUSES

Fireproof and Non-Fireproof

Owned and Operated by

ROCHESTER CARTING CO.

Storage Moving Packing Shipping

ROCHESTER, N. Y.

JOSEPH A. SCHANTZ CO.

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

SCHENECTADY, N. Y.

CAMPBELL'S WAREHOUSE

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD GOODS EXCLUSIVELY

Correspondence invited

SYRACUSE, N. Y.

"A Good Sign of SERVICE DIETS Real Service"

DIETS STORAGE WAREHOUSE

OFFICE: 108 WILKINSON ST.

SYRACUSE, N. Y.

Flagg Storage Warehouse Co.

SYRACUSE, N. Y.

Consign your Household Goods Shipments in our care

MOVING — STORAGE — PACKING — SHIPPING

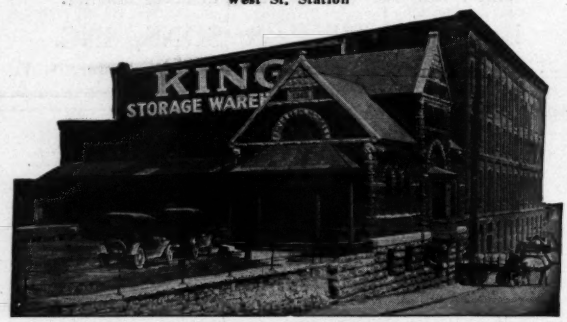
Mdse. Storage Pool Cars Handled

Private Siding

SYRACUSE, N. Y.

KING STORAGE WAREHOUSE, INC.

Opposite N. Y. C.
West St. Station



COMMERCIAL and FURNITURE STORAGE

Automatic Sprinkler System Throughout Affording Our Customers Low Insurance Rate

Private Railroad Sidings

DISTRIBUTING SERVICE

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

358-376 WEST WATER ST.

MEMBERS

American Warehousemen's Association
National Furniture Warehousemen's Association

UTICA, N. Y.

Broad Street Warehouse Corporation

700 Broad Street

Announces the Opening of a

MODERN STORAGE WAREHOUSE

Consisting of

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates. Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

Modern Facilities for

STORAGE DISTRIBUTION
PACKING FORWARDING

Of Merchandise, Automobiles, Household Goods

"IN THE HUB OF NEW YORK STATE"

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.

***of* Utica, N. Y.**

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

UTICA, N. Y.

Seneca Warehouse Co., Inc.

125,000 sq. ft. of Fireproof Storage.
Insurance rate 12c.
Private R. R. Siding—6 Cars.
MERCHANDISE—POOL CAR DISTRIBUTION.

WATERTOWN, N. Y.

WINSLOW TRUCKING CO., Inc.

GENERAL STORAGE, TRUCKING AND TRANSFER

FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK

Moving, Packing, Shipping

Members: N. F. W. A. and A. W. A.

WHITE PLAINS, N. Y.

CARPENTER STORAGE, INC.

29-31 Brookfield St.

Also serving
Tarrytown
Scarsdale
Hartdale
Mamaroneck
Portchester
Larchmont

One of the most modern and best equipped Storage Warehouses in Westchester.
Household Goods Exclusively
Low Insurance Rate
Packing—Crating—Shipping
Members N.Y.F.W.A.

YONKERS, N. Y.

Office Telephone 815

Dobson's Storage and Motor Vans

Packing, Crating and Shipping
Furniture Bought and Sold

Residence Telephone 3898

222 New Main Street and 19 Morgan Street, Yonkers, N. Y.

YONKERS, N. Y.

McCann's Storage Warehouse Co.

3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.
Household goods and merchandise.
Pool cars handled promptly. Motor Service.
Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

Union Storage & Warehouse Co.

BONDED

General Merchandise Storage and Distribution.

Chemicals, Textile Goods, Cotton, etc.

Private Sidings. Members A. W. A.

The Men Who Distribute

Root Beer Supplies

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

GREENSBORO, N.C.

Consign your cars to us for prompt and efficient handling

125,000 square feet floor space.
A—Insurance Rating
Private sidings.

GREENSBORO WAREHOUSE AND STORAGE COMPANY

Greensboro, N. C.

Est. 1904 *Bonded*

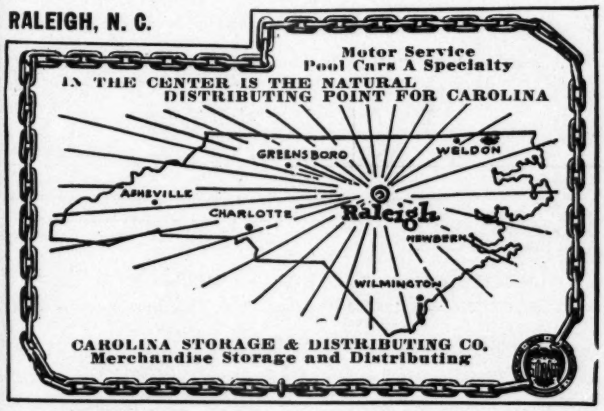
GREENSBORO, N. C.



Rucker Bonded Warehouse Corporation

Greensboro, North Carolina
Storage of Merchandise—Forwarding Merchandise.
Private Railroad Sidings. Sprinkler System.
Low Insurance Rate.
Pool Cars Handled Quickly.
MEMBERS: A. W. A.

RALEIGH, N. C.



WASHINGTON, N. C.

Beaufort County Storage Warehouse Co., Inc.

(Bonded)
General Merchandise Storage and Distribution
For All of North Carolina and South
Direct A. C. L. siding. W. & V. switching arrangements with Norfolk & Southern

WINSTON-SALEM, N. C.

LENTZ Transfer Company

Storage Warehouses
Packing, Storing, Shipping of Household Goods
General Merchandise Storage and Distribution
Direct Norfolk & Western Siding Motor Truck Service

FARGO, N. D.

UNION TRANSFER COMPANY

(BONDED WAREHOUSE)
Three warehouse units total of 126,000 sq. ft. of floor space. Merchandise, agricultural implements, household goods. Ship pool cars and spot stocks in our care. No car switching charges. Nineteen Years of Service.
806-810 Nor. Pac. Ave.
AWA—ACW—Minn. WA

GRAND FORKS, N. D.

KEDNEY WAREHOUSE COMPANY

(INC.)
FIREPROOF STORAGE
MERCHANDISE AND HOUSEHOLD GOODS
Office Facilities—Great Northern Trackage
Members A. W. A., Minn. W. A.

AKRON, OHIO

The W. Lee Cotter Warehouse Company

Cor. Mill & College St.	97 E. South St.
Household Goods, Storage, Moving, Packing	*Merchandise Storage Motor Freight Service*
Member N. F. W. A.	Member A.W.A.

AKRON, OHIO

The KNICKERBOCKER WAREHOUSE *and* STORAGE CO.

36 CHERRY STREET
HOUSEHOLD GOODS AND MERCHANDISE
FIREPROOF WAREHOUSE MOTOR TRUCKING

CANTON, OHIO

The Canton Storage Co.

528—4th Street, N. E.
Canton, Ohio

Draying, Storing, Shipping and Carting. Also Cold Storage and Distributing Car Loads and Less.

CANTON, OHIO

Our Experience and Modern Facilities Make Us More Than Just a Warehouse

STORAGE—DISTRIBUTION—DRAYING

THE CUMMINS STORAGE CO.

Private Sidings Free Switching

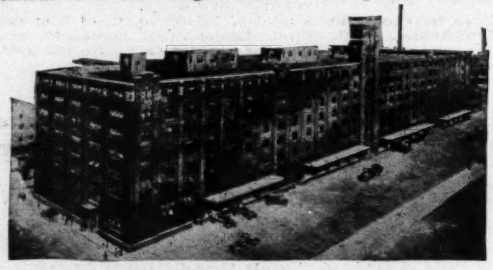
The Men Who Distribute

Vick's Vaporub

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

CINCINNATI, OHIO

Cincinnati Terminal Warehouse Co.
Central Ave. and Augusta St. Telephone Main 100



Largest Fireproof Warehouse in Ohio.
7,500,000 cu. ft. Genl. Stg. 1,500,000 cu. ft. Cold Stg.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

CINCINNATI, OHIO

STORAGE

Warehousing and Distributing

CAPACITY OVER 300,000 SQ. FT.
Sprinkler System.

Low Insurance Rate

Railway siding.
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US ARE READILY NEGOTIABLE FOR CASH

The Cincinnati Tobacco Warehouse Co.
CENTRALLY LOCATED
No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary; R. W. Pagels, Treasurer.

The Fred Pagels Storage Co.

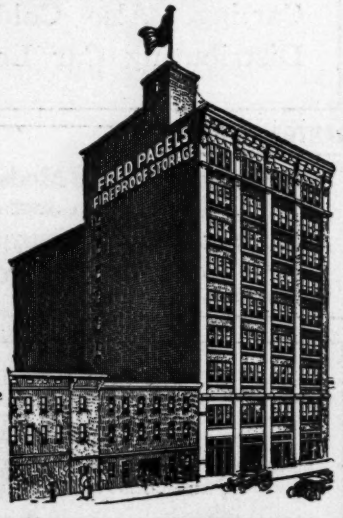
Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
Complete Transfer Facilities

Member of National Furniture Warehousemen's Association and Ohio Furniture Warehousemen's Association



MAIN OFFICE
937 West 8th St.
Four blocks from any R. R. entering Cincinnati.

CINCINNATI, OHIO

CONSIGN YOUR HOUSEHOLD GOODS TO

The "Al" Naish Moving & Storage Co.

3207-13 Madison Road, Oakley Cincinnati, Ohio
FIREPROOF STORAGE WAREHOUSE
SERVING GREATER CINCINNATI OAKLEY, HYDE PARK
LONG DISTANCE MOVING A SPECIALTY

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.
222 and 224 East Front Street
Member of { American Warehousemen's Assn., American Chain of Warehouses

CINCINNATI, OHIO

THE ZEIGLER SCHAEFER COMPANY
(Inc'P'D.)
Fireproof and Non-Fireproof Storage
Over 100,000 square feet in the heart of Cincinnati
Let Us Store, Move, Pack, Ship or Distribute Your Automobiles, Furniture and Merchandise
2000-2020 ELM ST. *Est. 1899*

CLEVELAND, OHIO

THE
CLEVELAND STORAGE CO.
Incorporated 1884.

MERCHANDISE STORAGE
and
DISTRIBUTION

3 Warehouses—Private Siding—C. C. C. & St. L. R. R.
Conveniently Located in Business and Shipping District

LOW INSURANCE RATES

Offices: 619 Guardian Bldg.

CLEVELAND, OHIO

Mercantile Storage and General Trucking

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

THE CURTIS BROS. TRANSFER COMPANY
Cleveland, Ohio

CLEVELAND, OHIO

Ship Your Cleveland Freight

Direct care the Gregg Cartage & Storage Co.
Freight to and from Depots.
Storage and Delivery on Request.
Distribution of Samples, Packages and Circulars.

THE GREGG CARTAGE & STORAGE COMPANY
Storage and Warehouse, 633 Huron Road, CLEVELAND, OHIO

CLEVELAND, OHIO

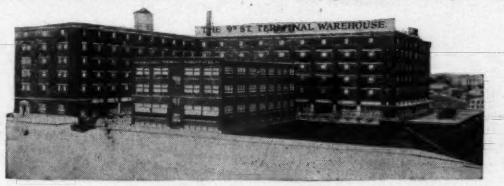
MEMBERS A.W.A. O.W.A.

LEDERER
SERVICE
TERMINAL
BUILDS BETTER BUSINESS
MERCANTILE WAREHOUSING AND DISTRIBUTING

CLEVELAND, OHIO

Interstate Terminal Warehouses, Inc.

1200 West 9th Street. **Telephone Cherry 4170**



The Only Cold Storage in Cleveland on Railroad Tracks.

3,500,000 cu. ft. Genl. Stg. 1,500,000 cu. ft. Cold Stg.

Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

CLEVELAND, OHIO

The Knickerbocker Storage Co.

7724 Detroit Ave., Cleveland, Ohio

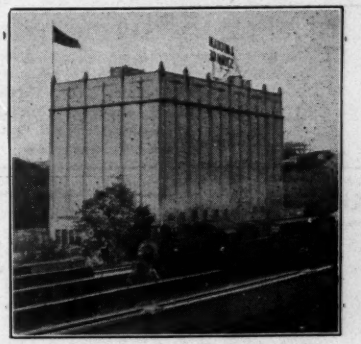
HOUSEHOLD STORAGE

Moving
Packing
Shipping

Member American Warehousemen's Assn.

CLEVELAND, OHIO

This shows one reason we can handle shipments as fast as you send them!



Both of our warehouses are most fortunately situated—especially so on Penna., and Nickel Plate R. R.



The LINCOLN STORAGE Co.

Main Office: 5700 Euclid Ave., Cleveland, O.
Depositories at 5660-5704 Euclid Ave. and 11201 Cedar Ave.

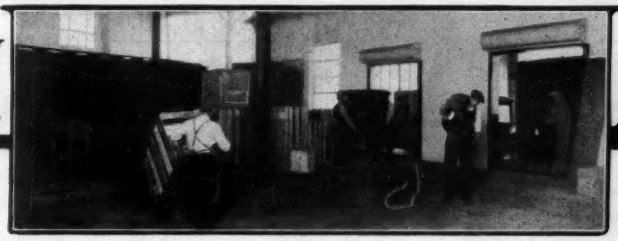
GEO. A. RUTHERFORD, Pres.
W. R. THOMAS, Vice-Pres.
W. H. TURNER, Secy. and Treas.

Car load shipments to our own private siding—11201 Cedar Ave., on the N. Y. C. Belt Line connecting with all R. Rs. entering Cleveland. L. C. L.—Penna., Euclid Ave. Sta. adjoining our Euclid Ave. Warehouse. Other R. Rs. to Cleveland, Ohio.

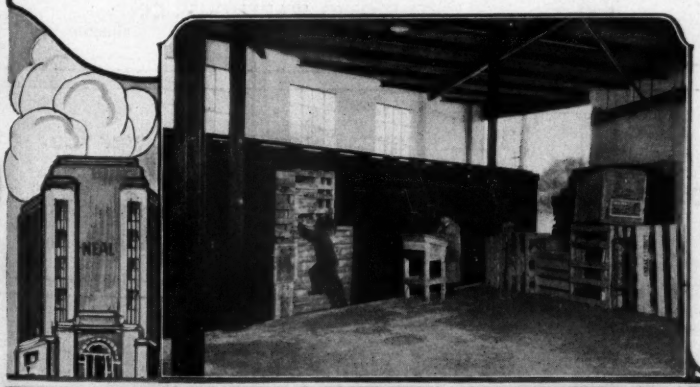
Member: N. F. W. A., A. W. A., and C. F. W. A.

CLEVELAND, OHIO

NEAL NEAL



Forward Your Shipments to Cleveland and Vicinity in Our Care At Our West Side-Lakewood Branch



Our private switch facilities enable us to receive (or forward) carload shipments within our own building and all on one floor level.

Efficient, Economical Service with personal attention to every detail.

A. W. NEAL, President
C. J. NEAL, Vice Pres.
W. R. KISSICK, Sec'y

The NEAL FIREPROOF STORAGE COMPANY CLEVELAND

CLEVELAND, OHIO

MERCHANTS TERMINAL COMPANY
New Fireproof Warehouse 3540 Croton Avenue
GENERAL STORAGE and DISTRIBUTION
Motor Truck Service
Private Siding on New York Central Railroad
Free Switching from All Other Railroads
L. M. SOUDERS, Pres. & Gen'l Mgr.

CLEVELAND, OHIO

THE SCOTT BROS.

Fireproof Storage Co.

1838-40 East 55th Street

"GREAT SCOTT! THAT'S SERVICE"

MEMBERS
[Cleveland Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.]

E. CLEVELAND, O.

Others as Good W SERVICE But None Better

See page 362 1926 Directory

COLUMBUS, OHIO

Consign H. H. G. to
EDWARDS at Columbus

Edward's Service guarantees the shipper all that he expects.

PACKING STORAGE
LOCAL and LONG DISTANCE
MOVING

The Edwards Transfer & Storage Company
Columbus, Ohio
Members NFWA—OACH—OWO—NTMTOA

COLUMBUS, OHIO

The W. Lee Cotter Warehouse Company
32 East Swan St.
Merchandise Storage and Distribution
Motor Freight Service
Member A. W. A., O. W. A.

COLUMBUS, OHIO

Safety First
The Fireproof
Warehouse & Storage Company
1018-30 North High Street
Columbus, Ohio
TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service
Vaults for Valuables Private Rooms

COLUMBUS, OHIO.

The Merchandise Storage Company
Columbus, Ohio
General Storage & Distribution
SERVICE THAT WILL SATISFY

COLUMBUS, OHIO

If You Knew How much of the money you spend in advertising and sales campaigns was a total loss because your competitor gets the business by making immediate delivery—

You would find it pays to carry a spot stock with us in Columbus!

General Storage and Merchandise Distributors
THE OHIO WAREHOUSE CO.
544-560 Park St. South Columbus, Ohio

COLUMBUS, OHIO

The Security Storage & Power Co.
COLUMBUS, OHIO
Lowest Insurance Rate in Columbus, 21c.
General Storage Distribution

DAYTON, OHIO

THE UNION STORAGE CO.
U. S. BONDED
BAINBRIDGE, BACON & STATE STREETS
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

LAKEWOOD, OHIO

"Across the Hall—Across the Continent"
Consign Cleveland—Lakewood Shipments to
THE
Lakewood Fireproof Storage Company
14401 Detroit Avenue Lakewood-Cleveland, Ohio
Only Warehouse in Lakewood

MANSFIELD, OHIO

The Pioneer Storage Company
Successors to
The W. Lee Cotter Warehouse Co.
131 E. Fifth St.
Household Goods and Merchandise Storage Motor Vans
Member N. F. W. A.

MARION, OHIO

MERCHANTS Transfer Company

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

MARION, OHIO

PADDOCK
Transfer & Storage Co.

ESTABLISHED 1889

Our central location, complete equipment and our earnest desire to have only satisfied customers insures excellent service in:—

STORAGE — For household goods and merchandise.

MERCHANDISE DISTRIBUTION
SHIPPING and PACKING
MOVING (Locally and Long Distance)

Dreadful Economy

"Never Venture, Never Win"
We All Well Know the *Saying;*
Our Trouble's with That Word ***"Begin"***
For That of Course Means *Paying*—
Pop.

SPRINGFIELD, OHIO

Member A. W. A., O. W. A.

HODGE STORAGE & CARTAGE CO.

Merchandise Storage and Distribution
Pool Cars Solicited

Private Siding on Pennsylvania Railroad
Free Switching from Other Lines Entering Springfield

SPRINGFIELD, OHIO

Springfield, Ohio Shipments!

Bill Through

WAGNER

Fireproof Storage and Truck Co.

Siding on Pennsylvania Lines. Free Switching Tariff. Complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

Door to Door Delivery in Dayton—Springfield—Columbus
Daily Freight Service at Freight Rates

TOLEDO, OHIO

"SHIP TO TOLEDO AND CONSIGN TO DEPENTHAL"

We are specialists in furniture packing, local and long distance furniture hauling.
Storage for general merchandise and household goods.
Connections with all railroads entering the city.
Private siding on the B. & O.
Member of National Furniture Warehousemen's Association.

DEPENTHAL TRUCK & STORAGE CO.
Main Office, 108 Summit Street, Toledo, Ohio

TOLEDO, OHIO

THE GENERAL
FIREPROOF STORAGE CO.
651-655 STATE STREET
Household Goods Exclusively
Member—The National Furniture Warehousemen's Ass'n

TOLEDO, OHIO

Let "RATHBUN" Do It

THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and Merchandise

Members Nat'l F. W. Asso.

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY
Established 1894
The H. C. Lee & Sons Co.
TOLEDO'S LEADING MOVERS
STORAGE
MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO.

TOLEDO TERMINAL WAREHOUSE, INC.
128-138 Vance St.
Merchandise Storage and Distribution
Excellent Service
Member A. W. A.

TOLEDO, OHIO

Yount's Cartage & Storage Co.
615 Monroe St. Toledo, Ohio
Moving, Packing, Crating and Storage.
Pool Car Distribution.
Send Us Your Next Shipment.
We Believe in Reciprocity.
Established 1890.



YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO
EST. 1887
CRATING — PACKING — MOVING
STORAGE
YOUNGSTOWN, OHIO

MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.
2—Fireproof Warehouses
Merchandise and Household Goods Stored—Pool Cars Distributed
Railroad Siding.

OKLA. CITY, OKLA.

531-3-5-7 W. Main St. Established 1889

O. K. Transfer & Storage Co.
General Warehousing and Distribution

PRIVATE SIDING—FRISCO FREE SWITCHING
Motor Truck and Teaming. Lowest Insurance in the State.
Members—N. F. W. A., A. W. A., Am. Chain & Dist. Service, Inc.

HOUSEHOLD GOODS. MERCHANDISE
30 Years Under Present Management

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN
Hauling, Storing and Shipping
Distribution Service
West Third between Frisco and Okmulgee Northern R. R.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse
Moving — Packing — Storage
Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.
Best Service Obtainable.

TULSA, OKLA.

Tulsa Storage & Transfer Co.
Fireproof Warehouse
Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

PORTLAND, ORE.

G. W. CUMMINGS, Pres. J. H. CUMMINGS, Sec.

STORAGE
Northwestern Transfer Co.
General Forwarding Agents
Freight and Baggage Delivered and Forwarded with Promptness at Reasonable Rates
SPECIAL ATTENTION GIVEN TO POOL CARS

Office, 64-66 Front St.

PORTLAND, OREGON

PORTLAND, ORE.

16th & Sandy Blvd., Portland, Ore.

BEKINS
VAN & STORAGE CO.

Seattle, Wash.
Tacoma, Wash.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.
Los Angeles, Cal.
San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
Hollywood, Cal.
Sacramento, Cal.

MOVING SHIPPING PACKING STORING

PORTLAND, ORE.

Oregon Transfer Company
Established in 1848
474 Glisan Street Portland, Oregon

U. S. Bonded *and* Public Warehouses

Storage, Distribution *and* Forwarding Specialists

Largest Warehouse and Transfer Organization in Pacific Northwest. We own our buildings and equipment.

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, *you've got to keep 'em going.*

Sent to DISTRIBUTION & WAREHOUSING by George S. Lovejoy, Vice-President of the American Warehousemen's Association.

PORTLAND, ORE.

E. F. YOUNGER, PRES. E. E. SHARP, SUPT.

SECURITY SERVICE SATISFIES



Our new modern fireproof depository—sprinklered.
Located on terminal tracks.
Pool car and distribution specialists.
Ship through the PORTLAND gateway
We can handle all Washington and California tonnage promptly, efficiently and advantageously. Write us.

SECURITY STORAGE & TRANSFER CO.

3rd, 4th and GLISAN STS. PORTLAND, OREGON

ALLENTOWN, PA.

Diehl Storage Warehouse Co.

Established 1868 Investment $200,000.00

Local and Long Distance Hauling
PACKING - CRATING - SHIPPING

COMMERCIAL
HOUSEHOLD
AUTOMOBILE

STORAGE

400 Rooms Under Lock

226-230 N. 8th Street
ALLENTOWN, PA.
Bell 2653

ALLENTOWN, PA.

C. A. Dorney Storage Warehouse Co.

Warehouse—Race & Linden Sts. Office—612 Hamilton St.

General Storage
Household Goods Merchandise
Distribution Forwarding
Direct switch connection Lehigh Valley R. R.
Automatic Sprinkler System

BETHLEHEM, PA. **ALLENTOWN, PA.**

F. G. LAZARUS
20th Century Storage

Moving, Storing, Packing, Crating, Shipping
of Household Goods and Merchandise
Direct R. R. Siding Lehigh Valley.

BETHLEHEM, PA.

L. and N. E. Terminal Warehouse Co.

SPACE FOR ALL KINDS OF GOODS
COLD STORAGE—MERCHANDISE—HOUSEHOLD GOODS
CENTRALLY LOCATED TO SERVE
ALLENTOWN—BETHLEHEM—EASTON
AND ADJACENT TERRITORY
(P. O. Bethlehem)

CHESTER, PA.

Headley's
Express & Storage Co., Inc.

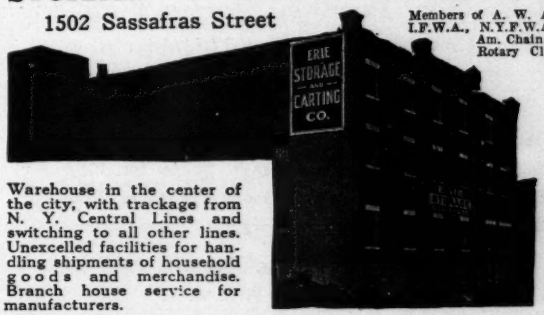
General Storage
Merchandise and Household Goods
Moving, Packing and Shipping

ERIE, PA.

ERIE
STORAGE & CARTING COMPANY

1502 Sassafras Street

Members of A. W. A., I.F.W.A., N.Y.F.W.A., Am. Chain & Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

ERIE, PA.

Erie Warehouse Company

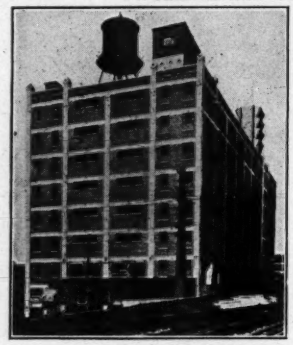
MERCHANDISE STORAGE DISTRIBUTION

"A complete and efficent service"

PRIVATE TRACKAGE MOTOR TRUCK FLEET

ERIE, PA.

UNION STORAGE CO. of ERIE
FIFTEENTH AND GERMAN STS., ERIE, PA.



General Storage
Cold Storage
Distributing
Space for Leasing
Private Offices

Private Tracks on Main Line of New York Central Railroad

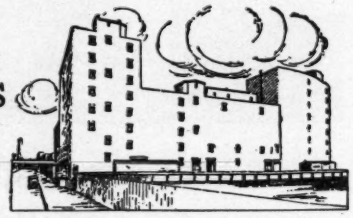
Insurance Rate on Contents 17 cts. per $100.00 per Year

Only Fireproof Warehouse in Erie

CARL PETERSEN
General Manager

HARRISBURG, PA.

POOL CARS
Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.
P. R. R. Sidings. HARRISBURG, PA.

HARRISBURG, PA.

MONTGOMERY & CO.
STORAGE WAREHOUSES
Merchandise Storage—Transferring—Forwarding
Direct Track Facilities Pool Car Distribution
Members A.W.A. and American Chain of Warehouses

JOHNSTOWN, PA.

H. A. Bietenduefel, Supt. D. Reese Jones, Res. Mgr.

Johnstown Terminal Storage Company
Office, Maple Ave. and Third St.

New Fireproof Storage Warehouse

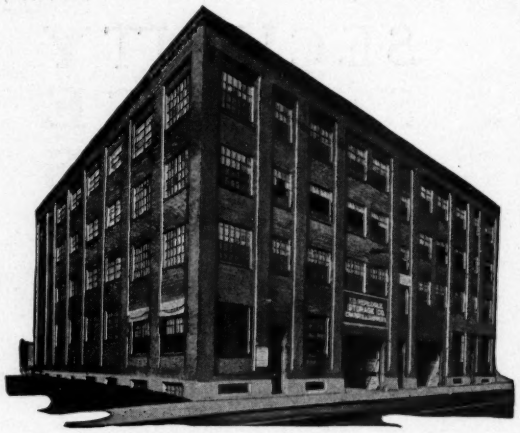
General Merchandise Storage and Distribution. Warehouse Receipts Issued. Storage Space for Rent for Branch Offices. Household Goods. Storage. Pool Car Distribution. Automobile Storage.

Direct Penn. R. R. Siding. Capacity 500 Cars.

Assoc. A. W. A., P. D. W. A.

The Men Who Distribute
Wrigley's Chewing Gum
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

JOHNSTOWN, PA.



I. D. REPLOGLE STORAGE CO.
438 HORNER STREET

Household Goods and Merchandise Storage

Pool Car Distribution. Private Siding B. & O. Free Switching for Carload Shipments When B. & O. Delivery Is Specified. L. C. L. Shipments B. & O. or P. R. R. Stations. Complete Warehouse Service

Members Penn. F.W.A. and N.F.W.A.

LANCASTER, PA.

Keystone Express & Storage Co.
STORAGE—DISTRIBUTORS—FORWARDERS
Merchandise and Household Goods
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

LANCASTER, PA.

Lancaster Storage Co.
Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

NEW CASTLE, PA.

S. C. MOORE, *Proprietor*

Keystone Delivery Transfer & Storage
Packing, Crating, Storage and Shipping of Household Goods

Merchandise distribution. Pool car shipments. Motor trucks for light and heavy hauling and long distance moving.

Members N. F. W. A. *Members Penna. Whse. Assoc.*

OIL CITY, PA.

CARNAHAN
Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.
Forwarding agents.
Members N. F. W. A.

PHILADELPHIA, PA.



ATLAS STORAGE WAREHOUSE COMPANY

Market and 37th Sts.

Walter E. Sweeting, *President*
Chas. G. Wightman, *Vice-President*
George A. Emig, *Secretary-Treasurer*
Members: N.F.W.A., Pa. F.W.A., C.S. & T.A.

PHILADELPHIA, PA.

HARVEY J. LUTZ MILTON A. HILDENBRAND

HILDENBRAND BROS.

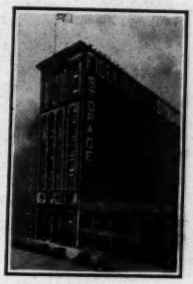
STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

PHILADELPHIA, PA.

FIDELITY
Storage & Warehouse Company — Est. 1887



A modern fireproof warehouse with every facility for storing and transferring Hhg. Motor Truck service insures speedy delivery anywhere. We distribute Hhg. pool cars.
When you want *service* in Philadelphia call on "Fidelity."

1809-13 Market St.
Phila., Pa.
Assns.: A.W.A., N.F.W.A., Can. S. & T., P.F.W.A.

PHILADELPHIA, PA.

MILLER NORTH BROAD STORAGE COMPANY

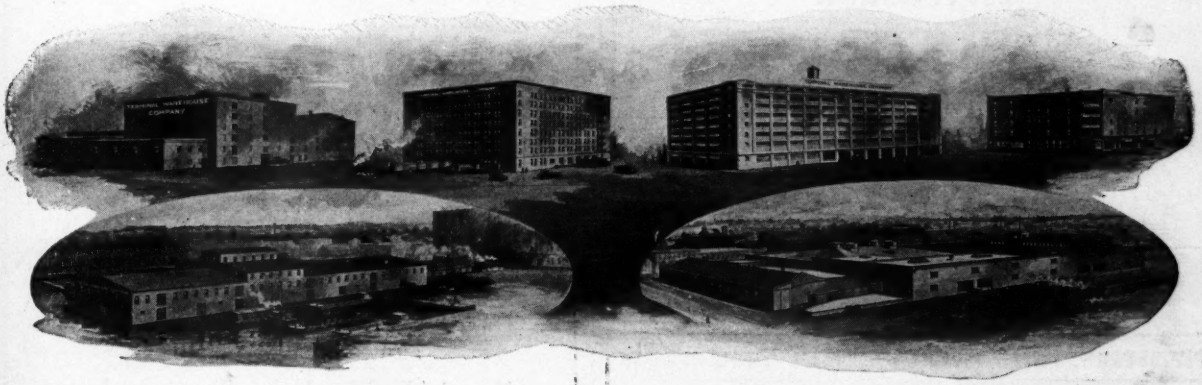
MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE
PHILADELPHIA, PENNSYLVANIA
Members: N. F. W. A. and A. W. A.

PHILADELPHIA, PA.

9 Warehouses 27 Acres of Floor Space Sea and Rail
Trackage Facilities for 48 Cars Reading R. R. Penn. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.
EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car department.
FACILITIES—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. PERSONNEL—Trained to intelligently handle all merchandise.

TERMINAL WAREHOUSE COMPANY
Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY
DISTRIBUTION SERVICE, INC.

100 BROAD ST., NEW YORK CITY Phone B.G. 8100
427 W. ERIE ST., CHICAGO Phone Sup. 7180
624 THIRD ST., SAN FRANCISCO Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers

PHILADELPHIA, PA.

Philadelphia
LOG[illegible]ESS



1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill, Camden, N. J., Frankford

PHILADELPHIA, PA.

Household Effects  Fireproof Warehouse

"A Service as Good as Its Reputation"

20th CENTURY STORAGE WAREHOUSE CO.

3120 MARKET STREET

(Member—N. F. W. A. and P. F. W. A.)

PITTSBURGH, PA.

Where Efficiency Is the Rule

We know how much promptness is appreciated in warehousing.

Therefore, we observe promptness in executing every obligation placed upon us by our customers.

Correspondence, settlement of accounts, reports, etc., are all handled with a speed that saves time for the client.

If you want *Service* try HAUGH & KEENAN.

Ship via Pennsylvania to East Liberty Station (Pittsburgh, Pa.).



Established 1889

HAUGH & KEENAN
STORAGE & TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

IN PITTSBURGH IT'S

BLANCK'S

TRANSFER & STORAGE CO.

SINCE 1880

MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PITTSBURGH, PA.

MURDOCH

STORAGE & TRANSFER COMPANY

General Office and Warehouses

546 Neville Street, Pittsburgh, Pa.

Branch Warehouse, Wilkinsburg, Pa.

The Men Who Distribute

Fellowes Hypophosphites

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

PITTSBURGH, PA.

Established 1904

PENNSYLVANIA Transfer & Storage Co.

MERCHANDISE WAREHOUSING AND DISTRIBUTION

Our Own Fleet of Motor Trucks for City and Suburban Deliveries

Negotiable Warehouse Receipts Issued Reasonable Rates

Stocks Carried, Records and Reports made to Out of Town Concerns

POOL CAR DISTRIBUTORS

Our Facilities for Receiving and Distributing Freight are unsurpassed

Office and Warehouses

Twenty-Fifth St. and A. V. R. R.

PITTSBURGH, PA.

PITTSBURGH, PA.

McFARLAND STORAGE CO.
16th and Pike St.
STORAGE AND DISTRIBUTION OF
GENERAL MERCHANDISE
Pool cars distributed and reconsigned—Direct Penna. R. R. Siding.
Motor Truck Delivery.

READING, PA.

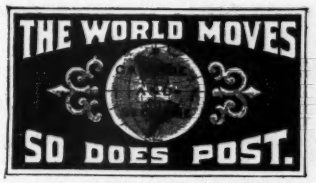
Columbian Warehouse Company
Storage, New Merchandise Exclusively.
Modern Building, Lowest Insurance Rates.
S. W. Cor. 5th & Laurel Sts.

SCRANTON, PA.

Members N. F. W. A.—P. F. W. A.

R. F. POST

Motor Trucks



Merchandise Storage

Household Goods

Pool Car Distribution

DRAYMAN AND STORAGE WAREHOUSE
Lackawanna R.R. Siding Direct

SCRANTON, PA.

Established 1894.
"He Profits Most Who Serves Best" (Rotary)
The Quackenbush Warehouse Co.
Incorporated
Storing, Packing, Carting.
Shipping. R.R. Siding. Manufacturers' Distributors.
Correspondence Solicited Scranton, Pa.
Members A. W. A. and A. C. W.
Storage in transit privilege accorded.

It's the 'ammer, 'ammer, 'ammer on the 'ard 'igh road

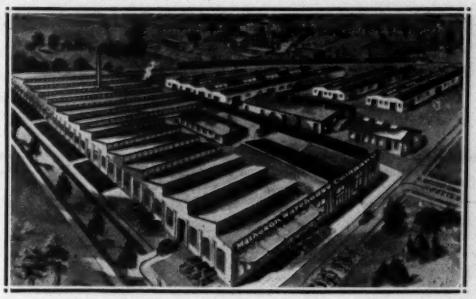
That tells upon the 'osses 'oofs and not the 'evvy load;

And it's just the 'ammer, 'ammer on the ADVERTISER'S NAME

That takes him from OBSCURITY and lands him safe in FAME.

"Pop."

WILKES-BARRE, PA.



On Lehigh Valley R. R.
Private Siding, 15 Car Capacity.
Over Four Acres Floor Space.
All Ground Floor.
Member P. F. W. A.

Centrally located in populous area.
300,000 within 10 miles.
1,400,000 within 50 miles.

Matheson Warehouse Co.

WILKES-BARRE, PA.

"Same Day Service"
MERCHANTS WAREHOUSING COMPANY
Merchandise Storage and Pool cars checked.
Central location and direct siding for 10 cars on L. V. and C. R. R. of N. J. sidings.
Manufacturers' Distributors with facilities to handle large consignments.
Offices: 150-156 E. Northampton Street

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.
General Storage and Distribution
Prompt and Efficient Service
Milling-in-Transit and Pool Cars
19-35 New Bennett St. Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

The Williamsport Storage Co., Inc.
GENERAL MERCHANDISE STORAGE
Pool Car Distribution and Forwarding
Prompt and Efficient Service
Members A. W. A. and P. W. A.
Correspondence Solicited.

PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres. WALDEN WYMAN, Mgr.
Rhode Island's Only Fireproof Warehouse
BROADWAY STORAGE CO.
Packing and Merchandise Distributors
Merrill & Federal Streets, Providence, R. I.

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES
Household Furniture and Pianos
Packing, Crating and Shipping.
62 to 70 Dudley Street.

PROVIDENCE, R. I.

JONES WHSE., INC.

Fireproof Storage
Experts in Handling Household Goods
Office, 59 Central St., Providence, R. I.
Storage, Packing, Moving, Shipping

PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage Cotton and General Merchandise, Pool Car Distribution. Lowest Insurance.
Trackage facilities 50 cars. Dockage facilities on deep water.
Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Co.

Merchandise Storage and Distribution of Pool Cars
Modern Concrete Warehouse. 100,000 Square Feet of Storage Space. Private Tracks Connecting with All Railroad and Steamship Lines. Motor Truck Service.
Members of the American Chain of Warehouses, Inc.

SPARTANBURG, S. C.

P. A. CAREY, Pres.-Treas.

Carey Transfer & Storage Co., Inc.

Storage, Packing, Shipping of Household Goods
and
General Merchandise—Pool Car Shipments
Distributed Correspondence Solicited.
Members: So. W. A.

ABERDEEN, S. D.

Where the West Was

ABERDEEN STORAGE COMPANY

Storage and Distribution of Merchandise and Household Goods
Pool Cars Promptly Handled
C. M. & St. P. Trackage Trucks and Teams

SIOUX FALLS, S. D.

STRAHON TRANSFER & STORAGE CO.

General Warehousing
Distribution Private Trackage
Pool Cars a Specialty
Bonded Warehouse
35,000 sq. ft.
Motor Truck and Team Service

CHATTANOOGA, TENN.

CRABTREE

TRANSFER & STORAGE COMPANY, Inc.
Distributors and forwarders of pool cars
MOVING, PACKING, STORAGE
Sprinkler system warehouse. Lowest insurance rates.

CHATTANOOGA, TENN.

The Hub of the South

for

Break Bulk Shipments

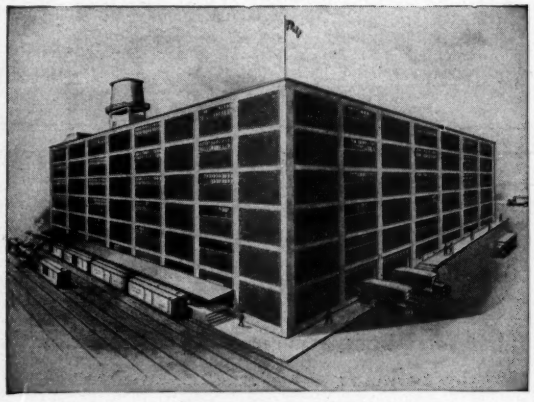
CHATTANOOGA TRANSFER & STORAGE CO.

CHATTANOOGA, TENN.

CHATTANOOGA

Warehouse and Cold Storage Company
Chattanooga, Tennessee
MEMBERS: A. W. A. and AMERICAN CHAIN
Cold and General Storage
GENERAL MERCHANDISE AND HOUSEHOLD GOODS PACKING AND SHIPPING
Special Attention Given to Pool Car Distribution.

KNOXVILLE, TENN.



Knoxville Fireproof Storage Company

201-211 Randolph St.
Knoxville, Tennessee
Only Fireproof Warehouse in Knoxville
135,000 square feet on Southern Railway tracks.
Equipped with Automatic Sprinkler.
Insurance at 12c. per $100.00 per annum.
Pool Cars distributed.
Household goods shipments solicited. Prompt remittances made.
MEMBERS
American Warehousemen's Ass'n
National Furniture Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

J. M. Walker, Pres. J. L. Butler, Mgr.

OK STORAGE & TRANSFER Co. INCORPORATED

Operating WAREHOUSES: Memphis, New Orleans, Louisville, Little Rock

Member N. F. W. A. So. W. A.

FIREPROOF STORAGE — Household Goods — 161 Jefferson Street

MEMPHIS, TENN.

Patterson Transfer Company

Established 1856. Sprinkler System.
Lowest Insurance Rate in the City.
Merchandise Storage and Distribution.
Pool Cars Distributed.

MEMPHIS, TENN.

Pres. J. H. POSTON Vice-Pres. S. M. POSTON
Secy. and Treas. W. H. DEARING

JOHN H. POSTON
STORAGE WAREHOUSES
INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad Tracks

CAPACITY 1000 CARS
Free Delivery from All Railroads on Car Lots
Insurance Rate 25-100 of One Per Cent or $2.50 Per $1000.00 Per Annum.
No Charge for Switching To All Railroads on Car Lots for Competitive Points and Illinois Central Railroad Local Stations.

DISTRIBUTION A SPECIALTY
MEMPHIS, TENN.

MEMPHIS, TENN.

MEMPHIS and TRI-STATES TENNESSEE SERVICE
Distributing Point for Tennessee, Texas, Oklahoma, Mississippi, Louisiana, Alabama, Arkansas
Carload Lots and Pool Cars Our Specialty
67000 Square Feet Floor Space
Tennessee Terminal Warehouses, Inc.
613 to 645 So. Front St., Memphis, Tenn.
Established 1921 P. O. Box 2056 Skelton Driver, Manager

NASHVILLE, TENN.

BOND

Merchandise and Household Goods Warehouses

Reliable Service Up-to-Date Facilities

E. M. Bond Fireproof Storage Co.
1609 Broadway 821 Ewing Ave.

Members of American Warehousemen's Association, National Furniture Warehousemen's Association, Southern Warehousemen's Association and American Chain of Warehouses.

NASHVILLE, TENN.

Nashville Warehouse & Elevator Corp.
General Storage and Distribution

Warehouse, 152,000 Sq. Ft.
Automatic Sprinkler
Licensed and Bonded

Grain Storage and Elevator
Cap. 1,000,000 Bushels

NASHVILLE, TENN.

The PRICE-BASS CO.

Office: 216—10th Ave., No.
Warehouse: 194-204 Hermitage Ave.

Over 100,000 Sq. Ft. on Tennessee Central Railway Tracks.
Equipped with Automatic Sprinkler.
Lowest Insurance Rate on General Storage in Nashville.
Free Switching.
Distribution of Warehouse Stock and Pool Cars.

BEAUMONT, TEXAS

Private Sidings.
Lowest Insurance Rates.
Local and Interurban Truck Service.

RAY'S TRANSPORTATION CO.
STORAGE, HAULING, DISTRIBUTING
Bonded Warehouse

EL PASO, TEXAS

R. L. Daniel Storage Co.
Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.
Member, National Furniture Warehousemen's Assn.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.

BINYON-O'KEEFE Fireproof Storage Co.
Fort Worth
Associated with Distribution Service, Inc.

GALVESTON, TEXAS

Universal Terminal Warehouse Company
Fire-proof storage—Sprinklered Warehouses
Galveston, Texas Houston, Texas
New York Office:
40 Rector Street

GALVESTON, TEXAS

The WILEY & NICHOLLS CO.
GALVESTON, TEXAS
TRANSFER AND FIRE-PROOF WAREHOUSES
Pool Car Distributors Forwarders

XUM

HARLINGEN, TEXAS

JONES TRANSFER & STORAGE CO.

Harlingen, Texas

Serves the Entire Rio Grande Valley

DISTRIBUTING
STORING
MOVING
CRATING
SHIPPING

PROMPT CAREFUL RESPONSIBLE

HOUSTON, TEXAS

A B C Storage and Moving Co., Inc.

IDEAL FOR { Distributing of Merchandise and Household Goods.

Reasonable
Reliable
Responsible

Houston, Texas Edw. Thos. Keough, Pres. Mgr.

HOUSTON, TEXAS

ONE OF SOUTHWEST'S LARGEST MODERN FIREPROOF BONDED WAREHOUSES

Facilities for handling all kinds of Merchandise with accuracy and promptness.

NATIONAL Warehouse and Distributing Co.

KOPPEL AND WASCHER, Propr's

P. O. Box 1754 Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick construction. Sprinkler system assures you a lower rate of insurance.

HOUSTON, TEXAS

Universal Terminal Warehouse Company

Fireproof storage—Sprinklered Warehouses

Houston, Texas Galveston, Texas

New York Office: 40 Rector Street

HOUSTON, TEXAS

IN HOUSTON

WESTHEIMERS

Inc.

Forty-two Years of Honest Service

SERVICE
EXTENDED TO EVERY BRANCH OF
THE INDUSTRY

Benj. S. Hurwitz, President — Members A. W. A., N. F. W. A.

Distribution Service, Inc.

SAN ANTONIO, TEXAS

MERCHANTS TRANSFER CO.

Bankers *of* Merchandise
Warehousing and Distribution
Merchandise—Household Goods—New Furniture
Branch House Facilities—Bonded
Private Sidings—Mo. Pac. & Sou. Pac. Railways

SAN ANTONIO, TEXAS

MUEGGE-JENULL WAREHOUSE CO.

Distributing Storage Forwarding

Give us a chance to demonstrate our service.
Reference Any Bank in San Antonio.
Bonded, Fireproof, Reliable, Dependable Service.

SAN ANTONIO, TEXAS

SCOBEY FIREPROOF STORAGE

SAN ANTONIO, TEXAS

General Warehousing *and* Distribution

CAPACITY 1,250,000 CU. FT.

THE HOUSE *of* SECURITY

Member four leading associations

Write for freight tariff to all points in San Antonio Territory



TEXARKANA, TEXAS

HUNTER TRANSFER CO.

TEXARKANA, ARK.

Established 1882
DISTRIBUTOR OF

POOL CARS STORAGE
TRUCKING MOVING

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

Elkin Transfer & Storage Co.

Wichita Falls, Texas

Located in the heart of the oil industry. Logical distributing center for North Texas. Trackage warehouse for merchandise and household goods; free switching service.

We specialize in pool car distribution

MEMBERS { *Texas W. & T. Ass'n* / *Kiwanis International*

OGDEN, UTAH

WESTERN GATEWAY STORAGE CO.

Merchandise Storage and Distribution
Transportation Center of the West

Low Insurance *Sprinklered*

SALT LAKE CITY, UTAH.

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reenforced Concrete
Sprinklered Space

Insurance Rate 18 Cents

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Unexcelled locations for STORAGE and DISTRIBUTING WAREHOUSES—Transportation Center—Rail and Water
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Distribution and Forwarding of General Merchandise Only
Largest Warehouses in South — Southern R. R. Siding
175,000 sq. ft. — Insurance Rate 25c. per $100 per year

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Automatic Sprinkler — Private Siding
Capacity 500 Cars
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Moving—Crating—Shipping
Fire-Proof Storage
Pool Cars Handled

Olympia — Washington

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Modern Fireproof Warehouse with Private Siding
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Motor Truck Service—City and Interurban
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Incorporated 1904
Free & Bonded

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Warehousemen
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SERVICE
Speed—Accuracy—Satisfaction

Ship Your Pool Cars in Our Care

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Distributors of Merchandise, Pool Cars, Etc.

Equipped for Handling Heavy Machinery of All Kinds
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Specialists in Merchandise Storage and Pool-Car Distribution

Automatic Sprinkler System Throughout Affording Our Customers the Lowest Insurance Rate in Huntington

Private Railroad Sidings—No Switching Charges

Located in the Heart of the Wholesale District and Within 1 Block of All Freight Depots

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When You Ship to Huntington

Ship to PRINDLE

Two modern warehouses with private sidings on the B. & O. and C. & O.

Dist. Mdse. and Hhg. pool cars. City and interurban delivery of Mdse. and Hhg. Prindle Service is worth while—try it.

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A Warehouse modern equipped in every respect rendering service of the better kind—always up-to-the-minute.

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LOCAL AND LONG DISTANCE MOVING
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15 Warehouses—50-Car Side Track—850-Foot Dock
Dependable—Expert—Quick Service
We Specialize in
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"BRANCH HOUSE SERVICE"
"Let Us Solve Your Distribution Problems"
Ship Your Merchandise
To Yourselves in Our Care and
Have Instructions Follow
—We Will Do the Rest—
ESTABLISHED 22 YEARS — LARGEST IN WISCONSIN

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Good service built this new fire proof warehouse.

Members of National Furniture Warehousemen's Association
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Pool Cars distributed. 701 South Main Street.
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Special Low Rates to the Far West

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230 PRINCESS ST. WINNIPEG

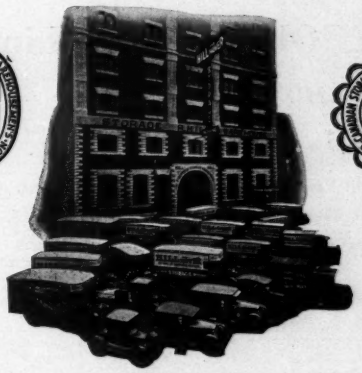
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To give each and every shipment immediate, careful, minute, concentrated attention.

Fireproof Bonded Warehouses

Real Distribution Service



"The House of Protection"

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Our 25 years' experience in the transfer of household goods has given us an enviable position in this field of service.

Special attention given POOL CAR shipments and storage.

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Speed—Economy—Convenience

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The Bekins Bldg., Vancouver, B. C.

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Fresno, Cal.
Hollywood, Cal.
Sacramento, Cal.

MOVING SHIPPING PACKING STORING

The Men Who Distribute
Armour Cereals
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CONTINUITY

It's the 'ammer 'ammer 'ammer on the 'ard 'igh road

That tells upon the 'osses —more than just an 'eavy load;

And it's just that 'ammer 'ammer on the Advertizer's Name,

That takes him from OBSCURITY, and brings him into FAME!

Pop.

THE BUYERS' GUIDE *for the* WAREHOUSE INDUSTRY

In this department appears the names and locations of the manufacturers making equipment, supplies, etc., used by the Merchandise and Furniture Warehousemen.

These columns contain the names of most all manufacturers who make the items here listed, which fact adds great value to the section. We urge all warehousemen to use this buyers' guide in making their purchases.

THOSE WHOSE ADVERTISEMENTS APPEAR in DISTRIBUTION and WAREHOUSING are conversant with the industry and its requirements. In most cases they are already doing a large volume of business with the industry and the fact that their advertisement appears in these columns indicates that DISTRIBUTION and WAREHOUSING considers their products reliable and as advertised.

We urge you to give the advertisers your first consideration and patronage.

BASKETS, MOVING

Acme Basket Mfg. Co., 418 No. Franklin St., Baltimore, Md.
American Wire Form Co., 205 Grant Ave., Jersey City, N. J.
Anderson Box & Basket Co., Henderson, Ky.
Backus, Jr., A., & Sons, 1540 Lafayette Blvd., Detroit, Mich.
Badger Basket & Veneer Co., Burlington, Wis.
Ballou & Son, M. E., Becket, Mass.
Belle City Basket Co., Racine, Wis.
Bryant, John T., Springfield, Ohio.
Burlington Basket Co., Burlington, Iowa.
Day Basket Works, E. T. B., Northeast, Md.
Diamond State Fibre Co., East Bridgeport, Pa.
Eastern States Package Co., Inc., Penn Yann, N. Y.
Guile & Windnagle, Inc., Penn Yann, N. Y.
Hamblin & Russell Mfg. Co., Inc., Worcester, Mass.
Iden Co., Wm. A., 564 Washington Bldg., Chicago, Ill.
Massillon Wire Baskets Co., Massillon, Ohio.
Miami Mfg. Co., Peru, Ind.
Milwaukee Wire Frame Co., 62 Mason St., Milwaukee, Wis.
Morris & Co., Inc., 15 Main St., Groveville, N. J.
National Vulcanized Fibre Co., East Wilmington, Del.
Oeters Co., Edgar O., 601 Arch St., Philadelphia, Pa.
Oxford Basket & Mfg. Co., Oxford, N. Y.
Peerless Wire Goods Co., 2710 Ferry St., Lafayette, Ind.
Philadelphia Paper Mfg. Co., Nixon & Fountain Sts., Philadelphia, Pa.
Phoenix Wire Works, Kirby Ave., Detroit, Mich.
Portland Basket & Handle Co., Portland, Ore.
St. Louis Basket & Box Co., 150 Arsenal St., St. Louis, Mo.
Steel Basket & Mfg. Co., Cedar Rapids, Iowa.
Wickwire Spencer Steel Corp., 41 East 42nd St., New York, N. Y.

BOX STRAPPING MACHINES

Acme Steel Goods Co., 2840 Archer Ave., Chicago, Ill.
American Casting & Mfg. Corp., Main St., Brooklyn, N. Y.
American Steel Band Co., 1400 Nixon St., Pittsburgh, Pa.
American Steel & Wire Co., 208 S. LaSalle St., Chicago ,Ill.
Brooks & Co., E J., 6 Church St., New York, N. Y.
Cary Mfg. Co., Manhattan Bridge Plaza, Brooklyn, N. Y.
Consolidated Steel Strapping Co., 2600 No. Western Ave., Chicago, Ill.
DeHaven Mfg. Co., 50 Columbia Heights, Brooklyn, N. Y.
Gerrard Wire Tying Machines Co., 1940 S. 52nd St., Chicago, Ill.
Grammes, L. F., & Sons, Allentown, Pa.
Harvey Spring & Forging Co., Racine, Wis.
Hollow Cable Mfg. Co., Hornell, N. Y.
Robertson, Steel & Iron Co., W. F., Cincinnati, Ohio.
Signode System, 2600 N. Western Ave., Chicago, Ill.
Stanley Works, Grove Hill & Lake St., New Britain, Conn.
Ti-It Machines Co., Monad Bldg., San Francisco, Calif.
Wire & Steel Products Co., 313 E. 22nd St., New York, N. Y.

CARPET CLEANING EQUIPMENT

Air-Way Electric Appliance Corp., Toledo, Ohio.
Apex Elec. Mfg. Co., 1067 E. 152nd St., Cleveland, Ohio.
Arco Vacuum Corp., 40 W. 40th St., New York, N. Y. ***(See advertisement elsewhere in this issue.)***
Atwood-Stewart Vacuum Mche. Co., 4527 Ravenswood Ave., Chicago, Ill.
Birtman Electric Co., 4140 Fullerton Ave., Chicago, Ill.
Chief Mfg. Co., 806 Beecher St., Indianapolis, Ind.
Cleveland Laundry Mche. Co, E 55th St. & Erie R.R., Cleveland, Ohio.
Edison Elec. Appliance Co., Inc., 5000 W. Taylor St., Chicago, Ill.
Electric Rotary Mche. Co., 3825 W. Lake St., Chicago, Ill.
Electric Vacuum Cleaner Co., Inc., Euclid Ave. & Ivanhoe Rd., Cleveland, Ohio.
Federal Elec. Co., 8700 S. State St., Chicago, Ill.
Gary & Son, George, Athol, Mass.
Giant Mfg Co., Council Bluffs, Iowa.
Invincible Vacuum Cleaner Mfg. Co., Dover, Ohio.
Kent Co., Inc., 565 Dominick St., Rome, N. Y.
Nusley Brothers, Canton, Ohio.
Orcutt Vacuum System, Harvard & Delmar Sts., St. Louis, Mo.
Pneuvac Co., Worcester, Mass.
Reed Mfg. Co., Springfield, Ohio.
Scott & Fetzer, W. 114th & Locust Ave., Cleveland, Ohio.



Clean Both

Rugs and Upholstery with Connersville Equipment

A department equipped for cleaning rugs may also include the cleaning of upholstered furniture when Connersville equipment is used.

The same Vacuum Cleaner removes both the dust and moisture, leaving the fabric almost dry. With the Connersville Centrifugal Separating type there are no tanks, buckets or screens to bother with.

Write for complete information.

United Vacuum Appliance Corp.
Connersville, Dept. I 9, Indiana

CARPET CLEANING EQUIPMENT (Continued)

Spencer Turbine Co., Hartford, Conn.
Sturtevant Co., Inc., B. F., 16 Damon St., Hyde Park, Boston, Mass.
The Torrington Co., Torrington, Conn.
United Electric Co., Canton, Ohio.
United Vacuum Appliance Corp., Connersville, Ind.
Wise-McClung Mfg. Co., New Philadelphia, Ohio.
Wright, M. S., Worcester, Mass.

CASES, SHIPPING

American Can Co., 129 Broadway, New York, N. Y.
Backus, Jr., A., & Sons, 1540 Lafayette Blvd., Detroit, Mich.
Bird & Son, Inc., Mill St., E. Walpole, Mass.
Bogert & Hopper, Inc., 64 Barclay St., New York, N. Y.
Estes & Sons, E. B., 364 Fifth Ave., New York, N. Y.
General Box Co., 508 No. Dearborn St., Chicago, Ill.
Hinde & Dauch Paper Co., 254 Water St., Sandusky, Ohio. (Corrugated Fibre.)
Hummel & Downing, Milwaukee, Wis.
Interstate Corrugated Box Co., Inc., Front, Main, Water & Washington Sts., Brooklyn, N. Y.
King Shipping Case Corp., 376 W. Water St., Syracuse, N. Y.
Rochester Folding Box Co., P. O. Box 1012, Rochester, N. Y.
Thompson & Norris Co., 212 Concord St., Brooklyn, N. Y.
Truscon Steel Co., Youngstown, Ohio.
Western Pine Mfgrs. Assn., 512 Yeon Bldg., Portland, Ore.
Wisconsin Box Co., Wausau, Wis.

CASTERS, TRUCK

Adams Co., Dubuque, Iowa.
American Caster Co., Central Ave. & Washington St., Hamilton, Ohio.
American Foundry & Mfg. Co., 11th & Hebert Sts., St. Louis, Mo.
Bassick Co., 38 Austin St., Bridgeport, Conn.
Bond Foundry & Mche. Co., Manheim, Pa.
Buffalo Pulley & Caster Co., Inc., 180 Breckenridge St., Buffalo, N. Y.
Clark Co., George P., 10 Canal St., Windsor Locks, Conn.
Colson Company, Elyria, Ohio.
Divine Bros. Co., Utica, N. Y.
Equipment Mfg. Co., 1848 E. 6th St., Cleveland, Ohio.
Fairbanks Co., 416 Broome St., New York, N. Y.
Faultless Caster Co., Evansville, Ind.
Fleming Co., F. A., 9703 Baltic Rd., Cleveland, Ohio.
Francis Co., Chas. E., Rushville, Ind.
Greenan Mfg. Co., 1280 17th St., Detroit, Mich.
Hamilton Caster & Mfg. Co., Hamilton, Ohio.
Hyatt Roller Bearing Co., Newark, N. J.
Jarvis & Jarvis, 110 Pleasant St., Palmer, Mass.
Keystone Forging Co., Northumberland, Pa.
Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.
Lansing Co., 602 Cedar St., Lansing, Mich.
Lyon Iron Works, Inc., Greene, N. Y.
Market Forge Co., Everett, Mass.
Meriden, Foster, Merriam Co., Meriden, Conn.
Mullins Body Corp., 1017 Mill St., Salem, Ohio.
New Britain Mche. Co., 140 Chestnut St., New Britain, Conn.
Nice Ball Bearing Co., 2925 Hunting Park Ave., Nicetown, Philadelphia, Pa.
Nutting Truck Co., Faribault, Minn. ***(See advertisement elsewhere in this issue.)***
Payson Mfg. Co., 2900 W. Jackson Blvd., Chicago, Ill.
Phoenix Caster Co., State & Bates Sts., Indianapolis, Ind.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New Haven, Conn.
Schatz Mfg. Co., West Poughkeepsie, N. Y.
Service Castor & Truck Co., Albion, Mich.
Tucker & Dorsey Mfg. Co., S. State & Bates Sts., Indianapolis, Ind.
Warren Mfg. Co., Springfield, Mass.
Wolverine Caster Co., Traverse City, Mich.
Zering Mfg. Co., H., Brownway & Railroad Sts., Oakley, Cincinnati, Ohio.

CLOCKS, TIME

Adams Mfg. Co., Henry T., 8561 S. Chicago Ave., Chicago, Ill.
American Watchmen's Clock Co., 152 Nassau St., New York, N. Y.
American Watchmen's Time Detector Co., Room 1144, Woolworth Bldg., New York, N. Y.
Automatic Time Stamp Co., 164 Congress St., Boston, Mass.
Bundy Recording Co., W. H., 72 Cortlandt St., New York, N. Y.
Calculagraph Co., 50 Church St., New York, N. Y.
Cincinnati Time Recorder Co., 1733 Central Ave., Cincinnati, Ohio.
Detex Watchclock Corp., 4147 E. Ravenswood Ave., Chicago, Ill.
Gisholt Machine Co., Madison, Wis.
Howard Clock Co., E., Bromfield & Washington Sts., Boston, Mass.
Imhauser Co., E., 212 Broadway, New York, N. Y.
International Business Machines Corp., 50 Broad St., New York, N. Y.
Monitor Time Clock Co., Syracuse, N. Y.
Ohmer Fare Register Co., Dayton, Ohio.
Pacific Elec. Clock Co., 86 Third St., San Francisco, Cal.
Pettes & Randall Co., 152 Nassau St., New York, N. Y.
Rawson Electrical Instrument Co., Cambridge, Mass.
Silberberg, Mortimer J., 122 S. Michigan Ave., Chicago, Ill.
Simplex Time Recorder Co., Gardner, Mass.
Standard Register Co., Dayton, Ohio.
Stromberg Elec. Co., 209 W. Jackson Blvd., Chicago, Ill.
Thompson Time Stamp Co., Inc., 98 Church St., New York, N. Y.
Time Register Repair & Supply Co., Canastota, N. Y.
Warren Clock Co., Ashland, Mass.

CONVEYORS

Acme Road Machinery Co., Frankfort, N. Y.
Allis-Chalmers Mfg. Co., Milwaukee, Wis.
Alvey Ferguson Co., 70 North Ave., Cincinnati, Ohio.
Alvey Machy. Co., 3201 Broadway, St. Louis, Mo.
Bailey Burruss Co., Atlanta, Ga.
Bartlett Co., Hayward, Scott & McHenry Sts., Baltimore, Md.
Bartlett & Snow Co., C. O., 6250 Harvard Ave., Cleveland, Ohio.
Beaumont Co., R. H., 319 Arch St., Philadelphia, Pa.
Bodinson Mfg. Co., 11 Minna St., San Francisco, Cal.
Brown Hoisting Mchy. Co., 4403 St. Clair St., N. E., Cleveland, Ohio.
Buhl Malleable Co., Cor. Wight & Adair Sts., Detroit, Mich.
Caldwell & Son, H. W., 17th & Western Ave., Chicago, Ill.
Chain Belt Co., 744 Park St., Milwaukee, Wis.
Chicago Automatic Conveyor Co., 982 Old Colony Bldg., Chicago, Ill.
Dodge Mfg. Corp., Mishawaka, Ind.
Freeman-Riff Co., Terre Haute, Ind.
General Conveyor & Mfg. Co., Broadway & Miami Sts., St. Louis, Mo.
Gifford-Wood Co., Hudson, N. Y.
Godfrey Conveyor Co., Elkhart, Ind.
Griffin Lumber Co., Hudson Falls, N. Y.
Haiss Mfg. Co., Geo., 145th St. & Canal Pl., New York, N. Y.
Haslett Chute & Conveyor Co., Oaks, Pa.
Howe Chain Co., 110 Clay Ave. E., Muskegon, Mich.
Hunt Co., Inc., C. W., Livingston, Staten Island, N. Y.
Jeffrey Mfg. Co., 961 No. 4th St., Columbus, Ohio.
Joy Machine Co., Pittsburgh, Pa.
Kiefer Machine Co., Karl, 919 Martin St., Cincinnati, Ohio.
Lamson Co., Syracuse, N. Y.
Link-Belt Co., 300 W. Pershing Rd., Chicago, Ill.
Logan Co., 201 N. Buchanan St., Louisville, Ky.
Louden Mchy. Co., 1116 Broadway, Fairfield, Iowa.
McKinney-Harrington Co., North Chicago, Ill.
Mathews Conveyor Co., Ellwood City, Pa.
Meyer Mfg. Co., Geo. J., 576 Clinton St., Milwaukee, Wis.
Northern Conveyor & Mfg. Co., 3280 Auer Ave., Milwaukee, Wis.
Ogden Iron Works, Ogden, Utah.
Olson & Co., Samuel, 2416 Bloomingdale Ave., Chicago, Ill.
Otis Elevator Co., 260 11th Ave., New York, N. Y.
Portable Machinery Co., Passaic, N. J.
Proctor & Schwartz, Inc., 700 Tabor Rd., Philadelphia, Pa.
Richards-Wilcox Mfg. Co., 316 W. Third St., Aurora, Ill.
Russel Wheel & Foundry Co., Detroit, Mich.
Standard Conveyor Co., 315 Second Ave., N. W., North St. Paul, Minn.
Stearns Conveyor Co., E. 20th St. & St. Clair Ave., Cleveland, Ohio.
Webster Mfg. Co., 4500 Cortland St., Chicago, Ill.

DOORS, COLD STORAGE

Born Co., H. A., 208 N. Wabash Ave., Chicago, Ill.
Ehrlich & Sons Mfg. Co., H., St. Joseph, Mo.
Gillen-Cole Co., 66 N. Front St., Portland, Ore.
Gloekler-Bernard, 1027 Penn Ave., Pittsburgh, Pa.
Jamison Cold Storage Door Co., Hagerstown, Md.
Jones Cold Storage Door Co., Hagerstown, Md.
Matot, Duffy A., 1546 Montana St., Chicago, Ill.
National Refrigerator Co., 827 Koeln Ave., St. Louis, Mo.
Schmidt Co., C., John & Livingston Sts., Cincinnati, Ohio.
Seattle Asbestos Factory, 1538 Westlake Ave., N., Seattle, Wash.
Stevens Co., Ben A., Toledo, Ohio.
Stevenson Cold Storage Door Co., Chester, Pa.
Union Fibre Co., Inc., Winona, Minn.
Variety Mfg. Co., 2953 Carroll Ave., Chicago, Ill.
Ward Refrigerator & Mfg. Co., 6801 Alameda St., Los Angeles, Cal.
Wirf's Organization, E. J., 103 So. 17th St., St. Louis, Mo.
York Products Corp., 832 Folsom St., San Francisco, Cal.

DOORS, ELEVATOR

Bataille & Co., Inc., A., 401 West St., New York, N. Y.
Cincinnati Mfg. Co., 1900 Gest St., Cincinnati, Ohio.
Cornell Iron Works, 26th & 11th Ave., New York, N. Y.
Edwards Mfg. Co., 529 Eggleston Ave., Cincinnati, Ohio.
Hanke Wire & Iron Works, 800 N. Albany Ave., Chicago, Ill.
Hecla-Winslow Co., 4604 W. Harrison St., Chicago, Ill.
Kinnear Mfg. Co., 736 Field Ave., Columbus, Ohio.
Lambert Metal Door Co., 184 Lorain Ave., Columbus, Ohio.
Peelle Co., The, Harrison Place & Stewart Ave., Brooklyn, N. Y. ***(See advertisement elsewhere in this issue.)***
Smith Wire & Iron Works, F. P., Fullerton, Clybourn & Ashland Aves., Chicago, Ill.
Tyler Co., W. S., 3621 Superior Ave., N. E., Cleveland, Ohio.
Warsaw Elevator Co., 216 Fulton St., Warsaw, N. Y.

DOORS, FIRE

Atlas Fireproof Door Co., 247 Calyer St., Brooklyn, N. Y.
Bogert & Carlough Co., Washington Ave., Paterson, N. J.
California Fpf. Door Co., 1931 S. Los Angeles St., Los Angeles, Cal.
Campbell Steel Prod. Co., 1700 Central Ave., Minneapolis, Minn.
Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Cornell Iron Works, 26th & 11th Ave., New York, N. Y.
Edwards Mfg. Co., 529 Eggleston Ave., Cincinnati, Ohio.
Hanke Wire & Iron Works, 800 N. Albany Ave., Chicago, Ill.
Harris Preble Door Co., 2424 W. 22nd St., Chicago, Ill.
Kinnear Mfg. Co., 736 Field Ave., Columbus, Ohio.
Lambert Metal Door Co., 184 Lorain Ave., Columbus, Ohio.
Lee & Son Co., Thomas, 130 W. Second St., Cincinnati, Ohio.
Merchant & Evans Co., Philadelphia, Pa.
Moeschl-Edwards Corrugating Co., Cincinnati, Ohio.
Ogden Co., J. Edward, 147 Cedar St., New York, N. Y.



VULCAN "ALL-STEEL" FIRE DOORS

Universally Used in All Modern Fireproof Warehouses

Approved by Underwriters

Details and Prices on Request.

VULCAN RAIL & CONSTRUCTION CO.
Grand St. and Garrison Ave., Maspeth, N. Y.

DOORS, FIRE (Continued)

Peelle Co., The, Harrison Place & Stewart Ave., Brooklyn, N. Y.
(See advertisement elsewhere in this issue.)
Penn. Seaboard Steel Corp., 1417 Sansom St., Philadelphia, Pa.
Richards-Wilcox Mfg. Co., 316 W. Third St., Aurora, Ill.
Richmond Fireproof Door Co., Richmond, Ind.
St. Louis Fire Door Co., 1142 S. Sixth St., St. Louis, Mo.
Smith Wire & Iron Works, F. P., 2340 Clybourne Ave., Chicago, Ill.
Trucson Steel Co., Youngstown, Ohio.
Tyler Co., W. S., 3621 Superior Ave., N. E., Cleveland, Ohio.
Variety Mfg. Co., 2958 Carroll Ave., Chicago, Ill.
Vulcan Rail & Mfg. Co., Grand St. & Garrison Ave., Maspeth, N. Y.
Wilson Corp., J. G., 11 E. 36th St., New York, N. Y.

EXTINGUISHERS, FIRE

A-1 Packer Corp., Blackwell, Okla.
Ajax Fire Engines Works, 882 Third Ave., Brooklyn, N. Y.
American-La France Fire Engine Co., 900 Erie St., Elmira, N. Y.
Automatic Fire Sprinkler Co., 17 W. 37th St., New York, N. Y.
Automatic Sprinkler Co. of Am., 123 William St., New York, N. Y.
Barnes, Henry K., 234 Devonshire St., Boston, Mass.
Bethlehem Shipbuilding Corp., Ltd., Bethlehem, Pa.
Bridgeport Brass Co., East Main St., Bridgeport, Conn.
Callahan Co., C., 297 Congress St., Boston, Mass.
Croker Nat'l Fire Prev. Eng. Co., 22 W. 30th St., New York, N. Y.
Elkhart Brass Mfg. Co., Elkhart, Ind.
Esty Sprinkler Co., Laconia, N. H.
Fireite Extinguisher Co., Masontown, Pa.
Foamite Childs Corp., Utica, N. Y.
Fyr-Fyter Co., 221 Crane St., Dayton, Ohio.
Gaylord Sanitary Mfg. Co., 1 Gleason Pl., Eldorado, Kan.
Gilbert & Sons, A., 4015 Forest Park Blvd., St. Louis, Mo.
Gorham Fire Apparatus Co., 206 Drumm St., San Francisco, Cal.
Grinnell Co., Inc., 275 W. Exchange St., Providence, R. I.
Hunt Mfg. Co., Jas. B., Forest Richey Bldg., Trenton, N. J.
Johns-Manville Co., H. W., Madison Ave. & 41st St., New York, N. Y.
Knight & Thomas, Inc., 212 Summer St., Boston, Mass.
New Process Roofing & Sy. Co., Dallas, Texas.
Niagara Smelting Corp., Bridge Sta., Niagara Falls, N. Y.
Northern Pump Co., 920 18th Ave., N. E., Minneapolis, Minn.
Obenchain-Boyer Co., Logansport, Ind.
Oil Conservation Eng. Co., 877 Addison Rd., Cleveland, Ohio.
Pacific Fire Extinguisher Co., 440 Howard St., San Francisco, Cal.
Pyrene Mfg. Co., 520 Belmont Ave., Newark, N. J.
Robinson Fire App. Mfg. Co., 4268 N. 20th St., St. Louis, Mo.
Safety Fire Extinguisher Co., 299 Seventh Ave., New York, N. Y.
Severn Fire & Supply Co., Fifth & Broadway, Oklahoma City, Okla.
Simmons Co., John, 110 Centre St., New York, N. Y.
Stempel Fire Extinguisher Mfg. Co., 20th & Ferry Sts., St. Louis, Mo.
Vogel Co., H. G., 17 W. 37th St., New York, N. Y.

HOISTS, CHAIN

Boston & Lockport Block Co., 100 Condor St., East Boston, Mass.
Box & Co., Inc., Alfred, Ontario & Trenton Sts., Philadelphia, Pa.
Chisholm-Moore Mfg. Co., Cor. E. 49th St. & Lakeside Ave., Cleveland, Ohio.
Ford Chain Block Co., Second & Diamond Sts., Philadelphia, Pa.
Green Co., Inc., G. S., 72 Warren St., New York, N. Y.
Harrington Co., Callowhill & 17th St., Philadelphia, Pa.
Haslett Spiral Chute Co., 510 N. 61st St., Philadelphia, Pa.
Hobbs & Co., Clinton, 3335 Pearl St., Boston, Mass.
Moore Co., Franklin, Winsted, Conn.
Morris, Inc., Herbert, 10 Lawrence Pl., Buffalo, N. Y.
Ogden Iron Works Co., Ogden, Utah.
Olsen Testing Machine Co., Tinius, Philadelphia, Pa.
Reading Chain & Block Corp., 2100 Adams St., Reading, Pa.
Roeper Crane & Hoist Works, Inc., 1738 N. 10th St., Reading, Pa.
Seattle Chain & Mfg. Co., 6921 E. Marginal Way, Seattle, Wash.
Speidel Elevator Corp., 245 W. Buttonwood St., Reading, Pa.
Topping Bros., 158 Varick St., New York, N. Y.
Wright Mfg. Co., 1918 Thomas St., Lisbon, Ohio.
Yale & Towne Mfg. Co., Stamford, Conn.

INSECTICIDES

American Cyanamid Co., 511 Fifth Ave., New York, N. Y.
Carbola Chemical Co., 305 Ely Ave., Long Island City, N. Y.
Chemical Supply Co., 2450 Canal Road, Cleveland, Ohio.
Clarkson Chemical Co., 141 W. Willow St., Williamsport, Pa.
Enoz Chemical Co., Logan Blvd. & Western Ave., Chicago, Ill.
Ferguson, Jr., Alex. C., 460 Chestnut St., Philadelphia, Pa.
Gerard Co., Inc., Felix, Fourth Ave. & Franklin, Minneapolis, Minn.
Grasselli Chemical Co., Guardian Bldg., Cleveland, Ohio.
Hall Laboratories, 428 E. 35th St., Chicago, Ill.
Larvex Corp., 47 Rodney St., Brooklyn, N. Y.
Penick & Co., Inc., S. B., 113 Fulton St., New York, N. Y.
Plunkett Chemical Co., 3500 So. Morgan St., Chicago, Ill.
Ply Metal Co., Chamber of Commerce Bldg., Chicago, Ill.
Standard Oil Co. of N. J., 26 Broadway, New York, N. Y.
Tinolon Co. of Am., 150 Nassau St., New York, N. Y.
Warner Chemical Co., Lexington Ave. & 43rd St., New York, N. Y.
Wells, E. S., Jersey City, N. J.
West Disinfecting Co., 16 Barn St., Long Island City, N. Y.
White Tar Co., 56 Vesey St., New York, N. Y.

Nobody Pays for It

Nobody pays for the time and labor saving machine which cuts down the warehouseman's overhead and increases his handling capacity—it pays for itself.

Nobody pays for the motor truck which builds business and increases distribution efficiency—it pays for itself.

Nobody pays for the advertising which cuts down selling cost and puts business on a quantity basis—it pays for itself.

—With credit to Campbell's Current.

INSECTICIDES (Continued)

Absolute Protection from Moths

Take no risks—wrap carpets, rugs, draperies, etc., with WHITE TAR Paper. Forty inches wide, in rolls of from 50 to 1000 yards.

Other White Tar products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.



The White Tar Company of New Jersey, Inc.
56 Vesey St., New York City

MILEAGE RECORDERS, MOTOR TRUCK

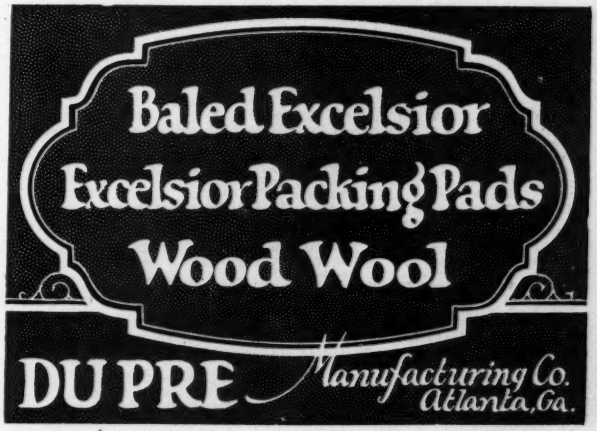
American Taximeter Co., 22 W. 61st St., New York, N. Y.
Brown Spring Oiler Co., 6911 Carnegie Ave., Cleveland, Oho.
Keuffel & Esser Co., Hoboken, N. J.
Ohmer Fare Register Co., Dayton, Ohio.
Sattler, Hans, Sheboygan, Wis.
Sears-Cross Co., 19 W. 62nd St., New York, N. Y.
Service Recorder Co., 454 Hanna Bldg., Cleveland, Ohio.
Stewart-Warner Speedometer Corp., Diversey Blvd., Chicago, Ill.
Veeder Mfg. Co., 54 Sargeant St., Hartford, Conn.

OVERALLS

(See Work Suits)

PADS, EXCELSIOR

Altamont Mfg. Co., Altamont, Ill.
American Forest Prod. Co., 24th & Race Sts., Philadelphia, Pa.
Atlantic Excelsior Co., Inc., 500 W. 30th St., New York, N. Y.



PADS, EXCELSIOR (Continued)

Boston Excelsior Co., 290 11th Ave., New York, N. Y.
Burkart Mfg. Co., F., 4900 N. Second St., St. Louis, Mo.
Clark Paper & Mfg. Co., 1611 Dewey Ave., Rochester, N. Y.
Dale Bros. Excelsior Pad Co., Grand Rapids, Mich.
Dupre Mfg. Co., E. North Ave. & So. Ry., Atlanta, Ga.
Excelsior Packing Co., Second & Smith Sts., Cincinnati, Ohio.
Excelsior Supply Co., Second & Smith Sts., Cincinnati, Ohio.
Excelsior Wrapper Co., 224 W. Kinzie St., Chicago, Ill.
Henderson Excelsior & Packing Pad Co., Inc., Henderson, Ky.
High Point Pad & Excelsior Co., High Point, N. C.
Indiana Excelsior Co., Ind. Pythian Bldg., Indianapolis, Ind.
North Jersey Excelsior Co., 88 Alyea St., Newark, N. Y.
Orange Mfg. Co., Elfland, N. C.
Peerless Packing Pad Co., 322 Fifth St., Jersey City, N. J.
Philadelphia Excelsior Co., 716 N. Third St., Philadelphia, Pa.
Philips Excelsior Co., Chattanooga, Tenn.
Quincy North Star Co., Quincy, Ill.
St. Louis Excelsior & Sy. Co., 8 North Levee, St. Louis, Mo.
Selle & Co., H. W., 1000 N. Halsted St., Chicago, Ill.
Sheboygan Pad Co., Sheboygan, Wis.
Washington Excelsior & Mfg. Co., Foot of Main St., Seattle, Wash.
Webster Bros. Mfg. Co., Mason City, Iowa.

PIONEER EXCELSIOR PACKING PADS

For nearly forty years the Standard of Perfection

Est. 1888.



Used by the greater number of the country's shippers, because they stand up under difficult conditions and pass competitive tests with flying colors. If you haven't learned that there's a real difference in excelsior, send for samples and see for yourself.
Also: Baled Fine Excelsior, Baled Wood Wool, Wood Wool Pads, Jute Pads.

Excelsior Wrapper Co.
Grand Rapids, Mich.
Sheboygan, Wis. 224 W. Kinzie St., Chicago

"PLAY SAFE"
USE "PROTECTO" PADS



Made of Extra Heavy Drill Denim, Layer Cotton Filled

Note: "PROTECTO" Pads New Stitching Adds to Strength and Durability.

SPECIAL PRICES

No. 12—Cut size of cloth 72x80	**$30.00 per doz.**
No. 14—Cut size of cloth 54x72	**23.50 per doz.**
No. 16—Cut size of cloth 36x72	**17.00 per doz.**
Phonograph Covers	**5.00 Each**
Canvas Piano Covers	**12.00 Each**

Write or wire your order.

CHICAGO QUILT MANUFACTURING CO.
1355-57 Roosevelt Road Chicago, Ill.



HEADQUARTERS
for
Baled Excelsior
Excelsior Pads
Wool Wool
Wool Wool Pads

H. W. SELLE & COMPANY
1000-1020 N. Halsted St., Chicago, Illinois
Manufacturers—Protex Excelsior Pads

FURNITURE
PADS

Strongly sewed with cross stitch.
Evenly padded. Immediate shipment.
TARPAULINS—BURLAP—BAGS

FULTON BAG & COTTON MILLS, Inc.
330 WYTHE AVE. Estab. 1870 **BROOKLYN, N. Y.**
Atlanta Dallas St. Louis New Orleans Minneapolis

PADS, FURNITURE

Arbeit Co., S., 119 McKibben St., Brooklyn, N. Y.
Breen, Wm. H., 219 Rutherford Ave., Charlestown, Mass.
(See advertisement elsewhere in this issue.)
Brooklyn Bag Mfg. Co., 728 Atlantic Ave., Brooklyn, N. Y.
Chicago Quilt Mfg. Co., 1357 Roosevelt Rd., Chicago, Ill.
Detroit Canvas Co., 937 E. Larned St., Detroit, Mich.
Donnelly, Son & Putnam, 23 Lispenard St., New York, N. Y.
Dupre Mfg. Co., E. North Ave. & So. Ry., Atlanta, Ga.
(See advertisement elsewhere in this issue.)
Empire Mattress Co., 2231 W. Madison St., Chicago, Ill.
Excelsior Wrapper Co., 224 W. Kinzie St., Chicago, Ill.
Fulton Bag & Cotton Mills, 330 Wythe Ave., Brooklyn, N. Y.
Hettrick Mfg. Co., Summit & Magnolia Sts., Toledo, Ohio.
Iden Co., Wm. A., 564 Washington Blvd., Chicago, Ill.
Levine Bedding Co., David H., 80-86 Franklin St., New Haven, Conn.
Little Rock Excelsior Mfg. Co., No. Little Rock, Ark.
Louisville Bedding Co., Louisville, Ky.
Lyons & Healy, Wabash Ave. & Jaxon Blvd., Chicago, Ill.
Maish Co., Chas. A., 1125 Bank St., Cincinnati, Ohio.
Malis Supply Co., 421 Arch St., Philadelphia, Pa.
Milvo Awning & Tent Works, 101 W. Liberty St., Rome, N. Y.
New Haven Quilt & Pad Co., 80 Franklin St., New Haven, Conn.
New York Drop Cloth Co., 150 Bleecker St., New York, N. Y.
Oshkosh Excelsior Co., Oshkosh, Wis.

Ye can't make any progress just by stayin' where ye are:

Ye can't make speed by settin' in a one-horse car.

Don't think because yer movin' that yer surely "gettin' " there;

Unless ye get PUBLICITY—Ye can't get *Anywhere!*

"POP."

PADS, FURNITURE (Continued)

Ottawa Cushion Co., Rock Island, Ill.
Peerless Packing Pad Co., 322 Fifth St., Jersey City, N. J.
Peerless Whse. Sy. Co, 2815 Irving Park Blvd., Chicago, Ill.
Perfect Packing Pad Co., 1130 Cherry St., Chicago, Ill.
Reach Textile Co., A. L., 222 E. 42nd St., New York, N. Y.
Richards Mfg. Co., 950 N. Eighth St., Philadelphia, Pa.
Rochester Pad & Wrapper Co., Rochester, N. Y.
Royal Bedding Co., 1012 N. 12th St., St. Louis, Mo.
Seile & Co., H. W., 1000 N. Halsted St., Chicago, Ill.
(See advertisement elsewhere in this issue.)
Sheboygan Pad Co., Sheboygan, Wis.
Standard Tent & Awning Co., Michigan & Orange St., Toledo, Ohio.
Star Quilt Mfg. Co., 1855 W. Roosevelt Rd., Chicago, Ill.
Union Carpet Lining Co., New London, Conn.
Wagner Awning Mfg. Co., 2658 Scranton Rd., Cleveland, Ohio.

"IRON HORSE" BRAND
Furniture Van Pads

Foremost in Quality, Workmanship and Strength

IRON HORSE BRAND
TRADE MARK REG. U. S. PAT. OFFICE

KNOWN AS THE BEST

A. L. Reach Textile Co., Inc.
Main Office and Sales Room
222-224 East 42nd Street
New York, N. Y.

PARTITIONS, STEEL

Cyclone Fence Co., Waukegan, Ill.
Ebinger Sanitary Mfg. Co., D. A., 180 Lucas St., Columbus, Ohio.
Edwards Mfg. Co., 529 Eggleston Ave., Cincinnati, Ohio.
Hauserman Co., E. F., 6802 Grant Ave., Cleveland, Ohio.
Lyon Metallic Mfg. Co., City Limits, Aurora, Ill.
Manufacturing Equip. & Eng. Co., 335 Marble St., Framingham, Mass.
Mills Co., The, 5320 St. Clair Ave, Cleveland, Ohio.
Page Fence & Wire Prod. Assn., 215 N. Michigan Ave., Chicago, Ill.
Phoenix Wire Works, Kirby Ave. and E. & G. T. R.R., Detroit, Mich.
Smith, F. P., Wire & Iron Works, Fullerton, Clybourn & Ashland Aves. & Chester St., Chicago, Ill.
Sonymetal Prod. Co., 1710 Urbana Rd., Cleveland, Ohio.
Tyler Co., W. S., 3621 Superior Ave., N. E., Cleveland, Ohio.

PIANO COVERS

Astrup Co., 2937 W. 25th St., Cleveland, Ohio.
Bauer, Frederick J., 64 Fourth Ave., New York ,N. Y.
Breen, Wm. H., 219 Rutherford Ave., Charlestown, Mass.
(See advertisement elsewhere in this issue.)
Brooklyn Bag Mfg. Co., 728 Atlantic Ave., Brooklyn, N. Y.
Buckeye Tent, Awning & Mfg. Co., 264 Spruce St., Columbus, Ohio.
Donnelly, Son & Putnam, 23 Lispenard St., New York, N. Y.
Driver Bros., Inc., 500 So. Green St., cor. Congress St., Chicago, Ill.
Goss Co., John C., Woodbridge & Bates St., Detroit, Mich.
Holtzman, Henry, & Sons Co., Columbus, Ohio.
Kennedy Car Liner & Bag Co., Shelbyville, Ind.
Kimball Co., W. W., 306 S. Wabash Ave., Chicago, Ill.
New Haven Quilt & Pad Co., 80 Franklin St., New Haven, Conn.
Upson-Walton Co., 1286 W. Eleventh St., Cleveland, Ohio.
Wilcox Co., M. I., Toledo, Ohio.

Nobody Pays for It

Nobody pays for the time and labor saving machine which cuts down the warehouseman's overhead and increases his handling capacity—it pays for itself.

Nobody pays for the motor truck which builds business and increases distribution efficiency—it pays for itself. Nobody pays for the advertising which cuts down selling cost and puts business on a quantity basis—it pays for itself.

—With credit to Campbell's Current.



Maish Loading Pads meet every requirement of special uses—and at a considerable saving. Every genuine MAISH Pad bears the famous MAISH Label—the mark of highest quality in Comforts and Pads.

MAISH LOADING PADS

Maish Pads are a long-time investment in pad satisfaction. Years of absolute protection under hardest usage are assured. That is why particular Transfer and Moving Men prefer them.

Made of one-piece layer of natural cotton, covered with sturdy, dark brown drill, lockstitched with heavy carpet thread.

Three Standard Sizes Carried in Stock for Immediate Delivery

No. 10 Cut size of cloth, 36 x 72
Approximate finished size, 36 x 66
No. 20 Cut size of cloth, 54 x 72
Approximate finished size, 54 x 66
No. 30 Cut size of cloth, 72 x 80
Approximate finished size, 66 x 80

Packed in Corrugated Cartons—
Shipping Units, One dozen of a size.

Mail the Coupon—Today—for full information and prices!

The Chas. A. Maish Company

Pad Manufacturers Since 1878

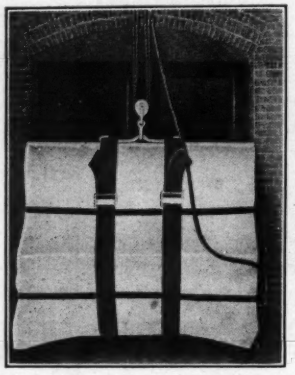
1125-27 Bank Street Cincinnati, Ohio

THE CHAS. A. MAISH COMPANY
1125 Bank St., Cincinnati, Ohio
Without obligation please send complete information concerning Maish Loading Pads.

Name .....
Street .....
City ..... State.....

PIANO DERRICKS AND TRUCKS

Breen, Wm. H., 219-231 Rutherford Ave., Charlestown, Mass.
Self-Lifting Piano Truck Co., Findlay, Ohio

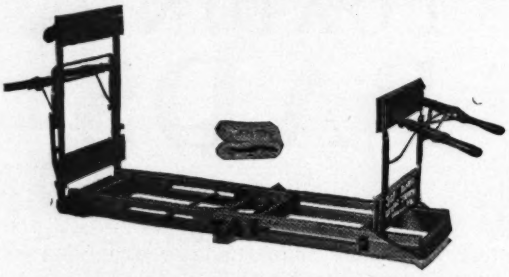


Breen Lifting Harness

Showing piano slung in lifting harness and fastened to lifting bar by my patent buckles. The block is attached to the bar and ready to hoist. Piano movers heartily endorse this harness as a quick and sure method for hoisting. This harness can be readily adjusted to any style piano. Price of lifting harness, $15.00. Price of upright piano cover with two small straps, $17.00. Made of heavy duck, fleece lined. Stenciled name on cover, free.

WM. H. BREEN
219-231 Rutherford Ave.
Charlestown, Mass.

HOW DO YOU MOVE PIANOS IS YOUR EQUIPMENT COMPLETE ?



Truck with Straps, $39.00

The New Buckeye Sill Piano Truck is designed for stair and general handling of grand and upright pianos.

The **center wheel construction** allows the truck to balance and turn without the usual lifting of the Truck and the scraping and marring of the floors.

No lifting is required to place the truck on the center wheels, just push down the bail, or lifting lever.

Hard wood sills, well bolted together forming a truss, make the platform of the truck sufficiently stiff and rigid to stand the heavy duty that these Trucks are subject to.

Also City Skid Trucks, eight styles of End Trucks, Piano Hoists, Covers, and Special Straps. Ask for circular.

Manufactured by

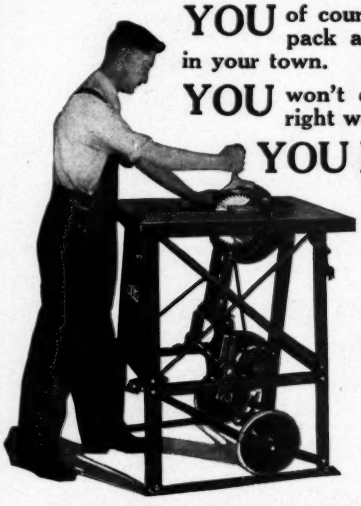
SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO

RACKS, STORAGE

Art Metal Construction Co., Jamestown, N. Y.
Berger Mfg. Co., Canton, Ohio.
Durand Steel Locker Co., 1537 Fort Dearborn Bank Bldg., Chicago, Ill.
Heller, P. A., & Sons, 217 Griswold St., Detroit, Mich.
Irving Iron Works Co., Dutchkill Creek & 3rd St., Long Island City, N. Y.
Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.
Lupton's Sons Co., David, Allegheny Ave. & Tulip St., Philadelphia, Pa.
Lyon Metallic Mfg. Co., Aurora, Ill.
Manufacturing Equip. & Eng. Co., 355 Marble St., Framingham, Mass.
Medart Mfg. Co., Fred, Pontiac & DeKalb Sts., St. Louis, Mo.
Mills Co., The, 5320 St. Clair Ave., Cleveland, Ohio.
New Britain Mchc. Co., 140 Chestnut St., New Britain, Conn.
Penn Rivet Co., 3rd & Huntington Sts., Philadelphia, Pa.
Perfection Metal Container, 3602 E. 82nd St., Cleveland, Ohio.
Revolvator Co., 336 Garfield Ave., Jersey City, N. J.
Service Steel Prod. Co., 914 W. North Ave., Chicago, Ill.

SAWS, MACHINE

American Saw & Mfg. Co., 71 Boylston St., Springfield, Mass.
American Saw Mill Mchy. Co., Hackettstown, N. J.
Atkins, E. C., & Co., Inc., 402 S. Illinois St., Indianapolis, Ind.
C. H. & E. Mfg. Co., Milwaukee, Wis.
Challenge Co., 193 River St., Batavia, Ill.
Cresson-Morris Co., 18th & Allegheny Aves., Philadelphia, Pa.
Disston, Hy., & Sons, Inc., Tacony Sta., Philadelphia, Pa.
Electro-Magneto Tool Co., Cicero, Ill.
Fairbanks, Morse & Co., So. Wabash Ave., Chicago, Ill.
Kaetker Saw Co., 4600 Spring Grove Ave., Cincinnati, Ohio.
Kennedy, Ralph M., 111 No. 7th St., Philadelphia, Pa.
Lippert Saw Co., E. T., 19 Lincoln Ave., Millvale, Pittsburgh, Pa.
Michel Elec. Hand Saw Co., 1801 Bernice Ave., Chicago, Ill.
Neal Handy Saw Co., 7208 Euclid Ave., Cleveland, Ohio.
New Holland Machine Co., New Holland, Pa.
New Winona Mfg. Co., Winona, Minn.
Ohlen-Bishop Co., Columbus, Ohio.
Onan, D. W., & Sons, 43 Royalston Ave., Minneapolis, Minn.
Oshkosh Mfg. Co., Oshkosh, Wis.
Ransome Concrete Mchy. Co., Dunellen, N. J.
Schmidt Bros. Co., Davenport, Iowa.
Simonds Saw & Steel Co., Fitchburg, Mass.
Taylor Iron Works & Supply Co., Macon, Ga.
Trevor Mfg. Co., 168 Market St., Lockport, N. Y.
Wallace, J. D., & Co., 107 S. California Ave., Chicago, Ill.
Worth Machinery Manufacturers, Los Angeles, Cal.



YOU of course, are the best to pack and crate furniture in your town.

YOU won't do it any but the right way.

YOU know what it costs

If you could save $$$$ from that cost, would you try an

ONAN "SAFTY SAW"

Cuts crating faster; saves lumber; adds to your profits. LIGHT, SAFE, PORTABLE, INEXPENSIVE, COMPLETE SAW FOR YOUR WAREHOUSE.

Try it! It will cost you nothing. Write today for trial offer.

Manufactured by

D. W. ONAN & SONS
60 Royalston Avenue MINNEAPOLIS, MINN.

SCALES

American Kron Scale Co., 430 E. 53rd St., New York, N. Y.
American Scale Co., 517 Delaware St., Kansas City, Mo.
Barker & Son, Samuel G., Scranton, Pa.
Beckman Bros., Des Moines, Iowa.
Brunner Foundry & Mchy. Co., Peru, Ill.
Buffalo Scale Mfg. Co., Inc., 1200 Niagara St., Buffalo, N. Y.
Chicago Scale Co., 7740 So. Chicago St., Chicago, Ill.
Dayton Scale Co., Dayton, Ohio.
Fairbanks Co., 416 Broome St., New York, N. Y.
Fairbanks & Co., E. & T., St. Johnsbury, Vt.
Fairbanks Morse & Co., 900 S. Wabash Ave., Chicago, Ill.
Gaston Scale Co., Beloit, Wis.
General Automatic Scale Co., 310 S. 1st St., St. Louis, Mo.
Howe Scale Co., Rutland, Vt.
International Business Machines Corp., 50 Broad St., New York, N. Y.
Meadows Mfg. Co., Bloomington, Ill.
Merrick Scale Mfg. Co., Summer St., Passaic, N. J.
Moline Implement Co., Inc., Moline, Ill.
National Scale Corp., 25 Ware St., Chicopee Falls, Mass.
Pneumatic Scale Corp., Ltd., Norfolk Downs, Mass.
Sawyer Spec. Scale Co., Jacksonville, Fla.
Smith Scale Co., 93 W. Gay St., Columbus, Ohio.
Standard Scale & Supply Co., 412 First Ave., Pittsburgh, Pa.
Stimpson Computing Scale Co., Louisville, Ky.
Toledo Scale Co., Toledo, Ohio.
Weightograph Co., 310 So. First St., St. Louis, Mo.
Winslow Government Standard Scale Wks., Terre Haute, Ind.

STENCIL MACHINES

Auto-Mailing Mchy. Co., Inc., Fitchburg, Mass.
Bradley Mfg. Co., A. J., 101 Beekman St., New York, N. Y.
Diagraph Stencil Mche. Corp., 1626 Kings Highway Blvd., St. Louis, Mo.
Ideal Stencil Mche. Co., 113 Ideal Block, Belleville, Ill.
Marsh Stencil Mche. Co., 100 Marsh Bldg., Beleville, Ill.
United Autograph Register, 2316 W. 43rd St., Chicago, Ill.



The BRADLEY

The Latest and Best Circular Stencil Cutting Machine Ever Produced

Four models, to cut ½", ¾", 1¼" and 1½" Letters. See last month's issue for illustration of Horizontal Machine.

Drop Forged Steel Punches
All Parts Interchangeable.
Machines Sent on Trial

Write for prices on Stencil Machines and on Stencil Paper, Pots and Ink. The Bradley Ball Marking Pot is the Best. Our Oil Board and Inks are unexcelled.



A. J. BRADLEY MFG. CO.
101 BEEKMAN ST. NEW YORK

TARPAULINS

Astrup Co., 2937 W. 25th St., Cleveland, Ohio.
Atlanta Tent & Awning Co., Atlanta, Ga.
Baker-Lockwood Mfg. Co., 618 Delaware St., Kansas City, Mo.
Bethlehem Shipbuilding Corp., Ltd., Bethlehem, Pa.
Boyle & Co., Inc., John, 112 Duane St., New York, N. Y.
Brooke Tarpaulin Co., 429 Celeste St., New Orleans, La.
Brooklyn Bag Mfg. Co., 728 Atlantic Ave., Brooklyn, N. Y.
Buckeye Tent & Awning Mfg. Co., 264 Spruce St., Columbus, Ohio.
Carnie-Goudie Mfg. Co., 22nd & Grand Ave., Kansas City, Mo.
Carpenter & Co., Geo. B., 440 N. Wells St., Chicago, Ill.
Channon Co., H., 149 N. Market St., Chicago, Ill.
Clifton Mfg. Co., Waco, Texas.
Couch Bros. Mfg. Co., Atlanta, Ga.
Dafoe Eustice Co., 4042 W. Jefferson St., Detroit, Mich.
Des Moines Tent & Awning Co., 913 Walnut St., Des Moines, Iowa.
Donnelly, Son & Putnam, 23 Lispenard St., New York, N. Y.
Driver Bros., Inc., 500 So. Green St. cor. Congress St., Chicago, Ill.
Fulton Bag & Cotton Mills, Atlanta, Ga.
Goss Co., J. C., Woodbridge & Bates Sts., Detroit, Mich.
Heath & Son, E. F., 225 Warren St., Newark, N. J.
Hettrick Mfg. Co., Summit & Magnolia St., Toledo, Ohio.
Hoegee Co., Inc., W. H., 138 S. Main St., Los Angeles, Cal.
Hooper & Sons Co., Wm. E., 3502 Parkdale St., Baltimore, Md
Humphry's Sons, R. A. 1020 Callowhill St., Philadelphia, Pa.
Iden Co., Wm. A., 564 Washington Blvd., Chicago, Ill.
Jacksonville Tent & Awning Co., Jacksonville, Fla.
Landers Bros. Co., 837 Buckingham St., Toledo, Ohio.
Lehon Co., 4411 Oakley Ave., Chicago, Ill.
Pittsburgh Waterproof Co., 435 Liberty Ave., Pittsburgh, Pa.
Reach Textile Co., A. L., 222 E. 42nd St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Seattle Tent & Awning Co., Postal Telegraph Bldg., Seattle, Wash.
Smith Co., Arthur F., 139 Spring St., New York, N. Y.
Swanfeldt, 224 S. Main St., Los Angeles, Cal.
U. S. Tent & Awning Co., 707 N. Sangamon St., Chicago, Ill.
Upson-Walton Co., 1286 W. 11th St., Cleveland, Ohio.
Valley Mills, LaGrange, Ga.
Wenzel Tent & Duck Co., Herman, 1935 Paul St., St. Louis, Mo.
Wheeling Tent & Awning Co., Wheeling, W. Va.
Wyandotte Awning & Tent Co., Kansas City, Kan.

TRACTORS, INDUSTRIAL

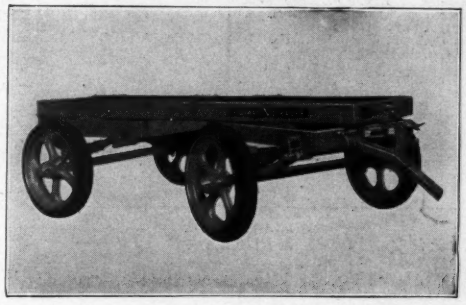
Atlas Car & Mfg. Co., 1100 Ivanhoe Rd., Cleveland, Ohio.
Automatic Transportation Co., Inc., 2935 Main St., Buffalo, N. Y.
Baker Co., R. & L., 2185 W. 25th St., Cleveland, Ohio.
Barrett-Cravens Co., 1328 W. Monroe St., Chicago, Ill.
Case Threshing Co., J. I., Racine, Wis.
Caterpillar Tractor Co., San Leandro, Cal.
Clark Truck Tractor Co., Buchanan, Mich.
Cleveland Tractor Co., Lamb & Euclid Aves., Cleveland, Ohio.
Crescent Truck Co., 160 N. 10th St., Lebanon, Pa.
Elwell-Parker Elec. Co., 4000 St. Clair Ave., Cleveland, Ohio.
Kilbourne & Jacobs Co., Columbus, Ohio.
Lakewood Eng. Co., Berea Road, Cleveland, Ohio.
Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.
Monarch Tractors, Inc., Watertown, Wis.
Omaha Steel Works, Omaha, Neb.
Prescott Co., Sumner K., 1 W. Lander St., Seattle, Wash.
Stuebing-Cowan Co., 311 E. Court St., Cincinnati, Ohio.
Towmotor Co., Cleveland, Ohio.
Tractor Co., J. T., 179th & St. Clair Ave., Cleveland, Ohio.
Yale & Towne Mfg. Co., Stamford, Conn.
Yuba Mfg. Co., San Francisco, Cal.

Why *should* a man Prosperity Expect,
If, to secure it, he the *means* neglect?
As Soil—its own to hold—needs fertilizing,
So *Business*—new or old—needs *Advertising.*

"Pop."

TRAILERS

Fruehauf Trailer Co., 10940 Harper Ave., Detroit, Mich.
Highway Trailer Co., Egerton, Wis.
Kilbourne & Jacobs Mfg. div. of Case Crane & Engineering Co., Columbus, Ohio.
Lapeer Trailer Co., Lapeer, Mich.
Lee Trailer & Body Co, 2343 S. LaSalle St., Chicago, Ill.
Shadbolt Mfg. Co., Flushing Ave. & Cumberland St., Brooklyn, N. Y.
Trailmobile Co., 31st & Robertson Sts., Cincinnati, Ohio.



Increases Hauling Capacity!

Remember the Highway Trailer is the lowest priced on the market. With the exception of bearings and tires, it is built in its entirety in our plant —the largest trailer plant in the world.

The sturdily built Highway Trailer will *double your truck's capacity.* Pulling the additional load at practically no extra cost. And that's not all—

Consider this—in savings alone, the Highway Trailer will pay for itself in the first few months.

Write for special bulletin and prices.

HIGHWAY TRAILER COMPANY
Edgerton, Wisconsin

TRAILERS, INDUSTRIAL TRUCK

Arcadia Trailer Co., Newark, N. Y.
Automatic Transportation Co., 2935 Main St., Buffalo, N. Y.
Biehl Iron Works, Inc., Reading, Pa.
Clark Co., Geo. P., 10 Canal St., Windsor Locks, Conn.
Koppel Industrial Car & Equip. Co., Koppel, Pa.
Crescent Truck Co., 160 N. 10th St., Lebanon, Pa.
Eadie Trailer Corp., 191 Ninth Ave., New York, N. Y.
Electric Wheel Co., Walton Heights, Quincy, Ill.
Equipment Mfg. Co., 1848 E. 6th St., Cleveland, Ohio.
Fairbanks Co., 416 Broome St., New York, N. Y.
Hercules Trailer Mfg. Co., 1327 Sante Fe Ave., Los Angeles, Cal.
Howe Cahin Co., Muskegon, Mich.
Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.
Lakewood Eng. Co., Berea Rd., Cleveland, Ohio.
Lansing Co., 602 Cedar St., Lansing, Mich.
Lyon Iron Works, Inc., Greene, N. Y.
Menasha Wood Split Pulley Co., Menasha, Wis.
Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.
Michigan Truck & Lumber Co., c/o Bartlett Lumber Co., 1600 E. Davidson St., Detroit, Mich.
Nutting Truck Co., Faribault, Minn. ***(See advertisement elsewhere in this issue.)***
Omaha Steel Works, Omaha, Neb.
Streich & Bro. Co., A., Oshkosh, Wis.
Warren Mfg. Co., Springfield, Mass.
Welded Prod. Mfg. Co., 851 Kinnickinnic Ave., Milwaukee, Wis.
West Bend Equip. Co., West Bend, Wis.
Whitehead & Kales Co., 2361 Beecher Ave., Detroit, Mich.
Yale & Towne Mfg. Co., Stamford, Conn.
Zering Mfg. Co., H., Brownway & Railroad Sts., Oakley, Cincinnati, Ohio.

TRUCKS, HAND

Aeromotor Co., 2500 W. Roosevelt Rd., Chicago, Ill.
American Pulley Co., 4200 Wissahickon Ave., Philadelphia, Pa.
Anchor Post Iron Works, 9 East 38th St., New York, N. Y.
Backus, Jr., A., & Sons, 1540 Lafayette Blvd., Detroit, Mich.
Baltimore Cooperage Co., Ostend & Creek Sts., Baltimore, Md.
Barrett-Cravens Co., 1328 W. Monroe St., Chicago, Ill.
Buss Machine Works, Holland, Mich.
Chase Foundry & Mfg. Co., 2800 Parsons Ave., Columbus, Ohio.
Chicago Scale Co., 7740 S. Chicago Ave., Chicago, Ill.
Clark Co., Geo. P., 10 Canal St., Windsor Locks, Conn.
Cleveland Wire Spring Co., 1283 E. 38th St., N. E., Cleveland, Ohio.
Colson Co., Elyria, Ohio.

TRUCKS, HAND (Continued)

Conkey & Co., H. D., Mandota, Ill.
Diamond State Fibre Co., East Bridgeport, Pa.
Electric Wheel Co., Walton Heights, Quincy, Ill.
Equipment Mfg. Co., 1848 E. 6th St., Cleveland, Ohio.
Fairbanks Co., 416 Broome St., New York, N. Y.
Fairbanks Morse & Co., 900 S. Wabash Ave., Chicago, Ill.
Fibrebone Co., Inc., Waltham, Mass.
Francis Co., Chas. E., Rushville, Ind.
Globe Vise & Truck Co., 1451 Front St., N. W., Grand Rapids, Mich.
Grand Rapids Foundry Co., Grand Rapids, Mich.
Grand Rapids Hand Screw Co., 1430 Front St., N. W. Grand Rapids, Mich.
Hamilton Caster & Mfg. Co., Hamilton, Ohio.
Heerlein Furn. Hand Truck Co., 92 Washington Ave., Long Island City, N. Y.
Howe Chain Co., 110 Clay Ave., E., Muskegon, Mich.
Howe Scale Co., Rutland, Vt.
Hughes Steel Equip. Co., Allegan, Mich.
Illinois Iron & Bolt Co., Carpentersville, Ill.
Kilbourne & Jacobs Mfg. Co., Columbus, Ohio.
Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.
Koven & Bro., Inc., L. O., Odgen & Koven Aves., Jersey City, N. J.
Lakewood Eng. Co., Berea Rd., Cleveland, Ohio.
Lansing Co., Lansing, Mich.
Leatheroid Mfg. Co., Kennebunk, Maine.
Lewis Co., G. B., Watertown, Wis.
Lewis-Shepard Co., 117 Walnut St., Watertown Sta., Boston, Mass.
Louden Mchy. Co., 1115 Broadway, Fairfield, Iowa.
Lyon Iron Works, Inc., Greene, N. Y.
McFarlane & Co., Inc., H., 322 S. Grand St., Chicago, Ill.
McKinney Mfg. Co., Liverpool & Metropolitan Sts., Pittsburgh, Pa.
Marion Tool Works, Marion, Ind.
Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.
National Scale Corp., 25 Ware St., Chicopee Falls, Mass.
National Vulcanized Fibre Co., East Wilmington, Del.
New Britain Mche. Co., 140 Chestnut St., New Britain, Conn.
Nutting Truck Co., Faribault, Minn.
Ohio Galvanizing & Mfg. Co., Niles, Ohio.
Plimpton Lift Truck Corp., 10 Elm Court, Stamford, Conn.
Revolvator Co., 336 Garfield Ave., Jersey City, N. J.
Rogers Fibre Co., 125 Beach St., Boston, Mass.
Ross Carrier Co., Benton Harbor, Mich.
Seaman Paper Co., 360 No. Michigan Ave., Chicago, Ill.
Self Lifting Piano Truck Co., Findlay, Ohio. ***(See advertisement elsewhere in this issue.)***
Sheffield Car Co., Three Rivers, Mich.
Standard Scale & Supply Corp., 412 First Ave., Pittsburgh, Pa.
Sterling Wheelbarrow Co., 6300 Pullen St., West Allis, Milwaukee, Wis.
Stuebing-Cowan Co., 311 E. Court St., Cincinnati, Ohio.
Streich & Bro. Co., A., Oshkosh, Wis.
Towsley Mfg. Co., John J., Cincinnati, Ohio.
Transmission Ball Bearing Co., Inc., 1053 Military Rd., Buffalo, N. Y.
Tucker & Dorsey Mfg. Co., S. State & Bates Sts., Indianapolis, Ind.
Warren Mfg. Co., Springfield, Mass.
Warsaw Elevator Co., 216 Fulton St., Warsaw, N. Y.
West Bend Equip. Co., West Bend, Wis.
Western Wheelbarrow Mfg. Co., So. Fort Smith, Ark.
Whitehurst Mfg. Corp., R. W., Norfolk, Va.
Yale & Towne Mfg. Co., Stamford, Conn.
Zering Mfg. Co., H., Brownway & Railroad St., Oakley, Cincinnati, Ohio.

Twenty Hand Trucks in One—

The Heerlein Adjustable Hand Truck

Saves Damage Claims in Furniture Warehouses

This truck will save time and money in any warehouse because the adjustable feature makes a battery of trucks unnecessary. It can be adjusted to fit the load. Don't risk handling difficult trucking jobs with an ordinary truck.

Built to last under the hardest service you can give it. The price is only $39.75, and it's well worth the money. One man with it can do the work of four without.

The Heerlein Adjustable Hand Truck Co.
92 Washington Ave., Long Island City, N. Y.

A Thousand Salesmen

at a cost to you of ten thousand dollars a day could not give your business the same simultaneous coverage in the warehousing industry as is represented by an advertisement in "Distribution & Warehousing" at a cost to you of less than twenty-five dollars.

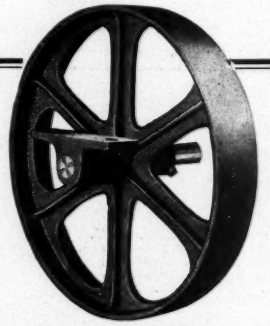
Furthermore — your advertisement continues working for you the whole balance of the month

FOR NOTHING

The progressive manager will use this silent salesman to advantage NOW.

Advertising rates on request

Distribution and Warehousing
249 West 39th St. New York City



Good Floors *Deserve* Good Truck Wheels!



Fig. 300

Nutting wheels do not have the usual center ridge around them to cut the floors and cause rapid wear.

Every Nutting truck or trailer wheel or caster has a wide, smooth, flat face. These wheels roll easier and provide a decided saving in floor wear.

Write us for details about ALL the advantages of Nutting Trucks and our Catalog 6.

NUTTING TRUCK CO., 1654 Division St., Faribault, Minn.

Nutting Floor Truck Specialists Since 1891

TRUCKS, INDUSTRIAL

Anchor Post Iron Works, 9 East 38th St., New York, N. Y.
Atlas Car & Mfg. Co., 1100 Ivanhoe Rd., Cleveland, Ohio.
Automatic Transportation Co., Inc., 2935 Main St., Buffalo, N. Y.
Baker Co., R. & L., 2185 W. 25th St., Cleveland, Ohio.
Buda Co., Harvey, Ill.
Clark Tructractor Co., Buchanan, Mich.
Crescent Truck Co., 160 No. 10th St., Lebanon, Pa.
Electric Wheel Co., Walton Heights, Quincy, Ill.
Elwell-Parker Elec. Co., 4000 St. Clair Ave., Ceveland, Ohio.
Fairbanks Co., 416 Broome St., New York, N. Y.
Howe Chain Co., 110 Clay Ave., E., Muskegon, Mich.
Kent Machine Co., Kent, Ohio.
Koppel Industrial Car & Equip. Co., Koppel, Pa.
Ladel Mfg. Co., New Philadelphia, Ohio.
Lakewood Eng. Co., Berea Rd., Cleveland, Ohio.
Lyon Iron Works, Inc., Greene, N. Y.
Market Forge Co., Everett, Mass.
Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.
Miami Mfg. Co., Peru, Ind
New Britain Mche. Co., 140 Chestnut St., New Britain, Conn.
Ottumwa Iron Works, Inc., Ottumwa, Iowa.
Peerless Wire Goods Co., 2910 Ferry St., Lafayette, Ind.
Plimpton Lift Truck Corp., 10 Elm Court, Stamford, Conn.

TRUCKS, TIERING

Alvey Ferguson Co., 70 North Ave., Cincinnati, Ohio.
Anderson Elec. Car Co., Detroit, Mich.
Atlas Car & Mfg. Co., Cleveland, Ohio.
Automatic Trans. Co., 2939 Main St., Buffalo, N. Y.
Baker R & L Co., 2185 W. 25th St., Cleveland, Ohio.
Barrett-Cravens Co., 1328 W. Monroe St., Chicago, Ill.
Chase Foundry & Mfg. Co., 2800 Parsons Ave., Columbus, Ohio.
Clark Co., Geo. P., 10 Canal St., Windsor Locks, Conn.
Conkey & Co., H. D., Mendota, Ill.
Couple Gear Elec. Truck Co., Grand Rapids, Mich.
Crescent Truck Co., 160 N. 10th St., Lebanon, Pa.
Diamond State Fibre Co., East Bridgeport, Pa.
Economy Eng. Co., 2631 W. Van Buren St., Chicago, Ill.
Elwell-Parker Elec. Co., 400 St. Clair Ave., Cleveland, Ohio.
Grand Rapids Vapor Kiln, Grand Rapids, Mich.
Hydraulic Press Mfg. Co., 83 Lincoln Ave., Mt. Gilead, Ohio.
Lakewood Eng. Co., Cleveland, Ohio.
Lutz Co., Inc., Morris & Bambrey Sts., Philadelphia, Pa.
Mercury Mfg. Co., 4130 Halsted St., Chicago, Ill.
National Scale Corp., 25 Ware St., Chicopee Falls, Mass.
New Jersey Fdry. & Mche. Co., 90 West St., New York, N. Y.
Plimpton Lift Truck Corp., 10 Elm Court, Stamford, Conn.
Puffer, Hubbard Mfg. Co., 32nd Ave. So., cor. E. 26th St., Minneapolis, Minn.
Revolvator Co., 336 Garfield Ave., Jersey City, N. J.
Ross Carrier Co., Benton Harbor, Mich.
Service Caster & Truck Co., Albion, Mich.
Lewis-Shepard Co., 117 Walnut St., Watertown Sta., Boston, Mass.
Standard Conveyor Co., 315 Second Ave. N. W., No. St. Paul, Minn.
Stuebing-Cowan Co., 311 E. Court St., Cincinnati, Ohio.
Terminal Eng. Co., Inc., 17 Battery Pl., New York, N. Y.
Union Steel Prod. Co., 132 N. Berrien St., Albion, Mich.
Yale & Towne Mfg. Co., Stamford, Conn.

TRUCK TRANSMISSIONS

Warford Corp., 44 Whitehall St., New York, N. Y.

WHEELS

Budd Wheel Co., 25th & Hunting Park Ave., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
Morand Cushion Wheel Co., 818 S. May St., Chicago, Ill.
Sewell Cushion Wheel Co., 6468 Gratiot St., Detroit, Mich.

WORK SUITS

Arbuthnot-Stevenson Co., 801 Penn Ave., Pittsburgh, Pa.
Automotive Garment Co., Kansas City, Mo.
Brownstein-Lewis Co., 751 So. Figueroa St., Los Angeles, Cal.
Burnham, Munger, Root Dry Goods Co., 8th & Broadway, Kansas City, Mo.
Carhartt-Hamilton Cotton Mills, Michigan Ave. & Kent St., Detroit, Mich.
Cohn, Goldwater Co., 216 So. Los Angeles St., Los Angeles, Cal.
Cowden Mfg. Co., 412 W. 8th St., Kansas City, Mo.
Crown Overall Mfg. Co., 3rd & Plum Sts., Cincinnati, Ohio.
Efroymson & Wolf, 360 W. Washington St., Indianapolis, Ind.
Elder Mfg. Co., 13th & Lucas Sts., St. Louis, Mo.
Finch, Van Slyck & McConville, Park Square, St. Paul, Minn.
Finck & Co., W. M., 3708 Gratiot Ave., Detroit, Mich.
Fleishner, Mayer & Co., Portland, Ore.
Globe Superior Corp., Abingdon, Ill.
Goll & Frank Co., East Water & Buffalo Sts., Milwaukee, Wis.
Greenbaum, Weil & Michels, 742 Mission St., San Francisco, Cal.
Hanke Bros., Main & 12th Sts., Cincinnati, Ohio.
Hettrick Mfg. Co., Summitt & Magnolia Sts., Toledo, Ohio.
Hirsh-Weis Mfg. Co., Portland, Ore.
Lamb Mfg. Co., 1301 Wabash Ave., Terre Haute, Ind.
Larned-Carter & Co., 1210 Eighth St., Detroit, Mich.
Lee Co., H. D., 20th & Wyandotte Sts., Kansas City, Mo.
Lindeke, Warner & Son, St. Paul, Minn.
McDonald Mfg. Co., R. L., St. Joseph, Mo.
Miller & Co., Inc., E. B., Chattanooga, Tenn.
Miller Mfg. Co., Paris, Texas.
Miller Mfg. Co., C. R., Dallas, Texas.
Motor Suit Mfg. Co., 710 Central St., Kansas City, Mo.
Nunnally & McCrea Co., Atlanta, Ga.
Oberman Mfg. Co., D. M., Jefferson City, Mo.
Oppenheimer & Co., M., 938 Penn St., Pittsburgh, Pa.
Oshkosh Overall Co., Oshkosh, Wis.
Phoenix Mfg. Co., 1201 So. Sharp St., Baltimore, Md.
Pierson Mfg. Co., Quincy, Ill.
Pittsburgh Dry Goods Co., 933 Pennsylvania Ave., Pittsburgh, Pa.
Protextall Co., Abingdon, Ill.
Ranney-Davis Merc. Co., Arkansas City, Kans.
Red Diamond Clothing Co., 801 Lucas St., St. Louis, Mo.
Rice-Stix Co., 16th & Washington Ave., St. Louis, Mo.
Richardson Dry Goods Co., St. Joseph, Mo.
Rockford Overall Mfg. Co., Rockford, Ill.
Sanger Brothers, Dallas, Texas.
Scott Mfg. Co., Cyrus W., Houston, Texas.
Scowcroft & Sons Co., John, Ogden, Utah.
Sibbett Mfg. Co., Oakland, Cal.
Signal Shirt Co., Racine, Wis.
Smith-McCord-Townsend Dry Goods Co., 8th & Broadway, Kansas City, Mo.
Spokane Dry Goods Co., Spokane, Wash.
Standard Tent & Awning Co., Cor. Michigan & Orange Sts., Toledo, Ohio.
Strauss Bros., 109 Hopkins Pl., Baltimore, Md.
Strauss, Levi & Co., Battery & Pine Sts., San Francisco, Cal.
Stuart, Keith & Co., Fayette & Greene Sts., Baltimore, Md.
Sweet, Orr & Co., 15 Union Square, New York, N. Y.
Union Special Overall Co., Plume & 14th St., Cincinnati, Ohio.
Volunteer Mfg. Co., Nashville, Tenn.
Welch-Cook-Beals Co., Cedar Rapids, Iowa.
Wheeler & Motter Merc. Co., 7th & Sylvania Sts., St. Joseph, Mo.
Wyman-Partridge & Co., 4th St. & 1st Ave. No., Minneapolis, Minn.
Zions' Co-oper. Merc. Institution, Salt Lake City, Utah.



ALLOVA

WORK SUITS
Advertise Your Business

One-Piece "Allova" work suits, made in attractive colors and lettered with the individual name or trademark of the wearer, are a big hit with warehouse and transfer men everywhere.

Equip your men at these wholesale prices:
3 suits.....$3.25 each
12 suits..... 3.00 each
25 suits..... 2.88 each
50 suits..... 2.75 each

Sizes 46, 48 and 50 are ten per cent in addition.

Know the real value of "ALLOVA" Work Suits. Send in a trial order today. State sizes wanted and enclose your firm name or trademark. Money back if not satisfied.

MOTOR SUIT MFG. CO.
Department 59
327 South Market St., Chicago, Ill.
707 Central St., Kansas City, Mo.
107 No. Austin St., Dallas, Tex.

Nobody Pays for It

Nobody pays for the time and labor saving machine which cuts down the warehouseman's overhead and increases his handling capacity—it pays for itself.

Nobody pays for the motor truck which builds business and increases distribution efficiency—it pays for itself.

Nobody pays for the advertising which cuts down selling cost and puts business on a quantity basis—it pays for itself.

—With credit to Campbell's Current.

CLASSIFIED ADVERTISING

Mr. Warehouseman—

What Have You That You Want to Sell and What Is It You Want to Buy?

This department of Distribution & Warehousing is designed for your use, to sell or to buy, anything and everything, that can be sold to or bought from other warehousemen and manufacturers that use this publication.

INFORMATION

Six cents a word is the rate for all undisplayed advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge $1 an insertion; payable in advance (see next paragraph).

Ten per cent discount if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

Add five words for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelope, at no extra charge.

Refund will be made if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

Telephone orders must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

When replying to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation —send copies.

The right is reserved to refuse any advertisement and also to rewrite and edit copy furnished whenever the publishers consider it advisable to do this.

Classified Department

Distribution and Warehousing Publications, Inc.

249 W. 39th St., New York

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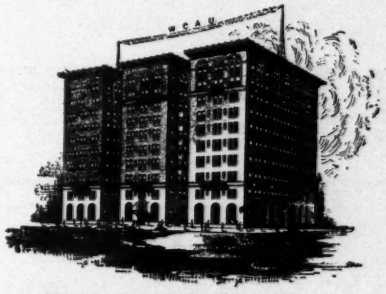
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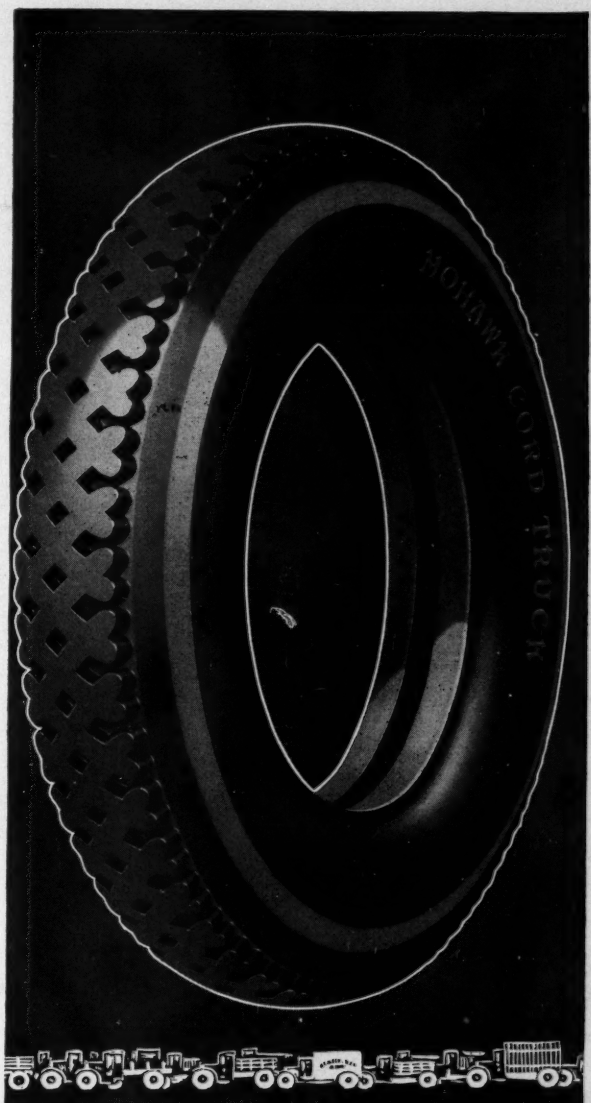
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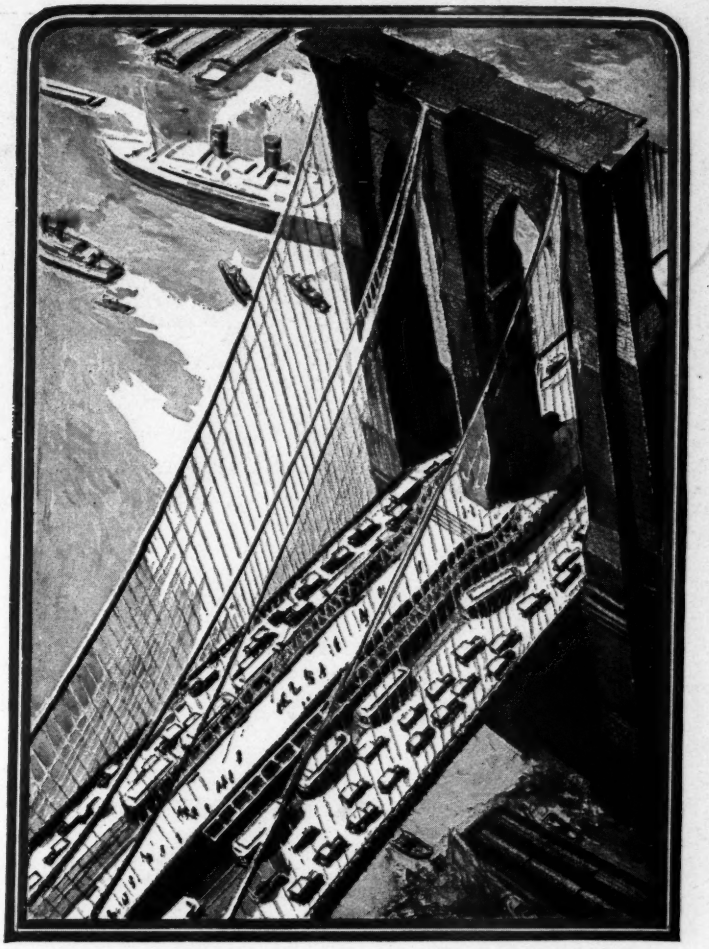
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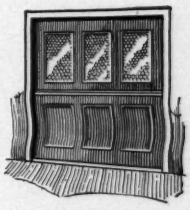


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